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The Beaver

No. 4 OUTFIT 258 March 1928

Hudson's Bay Company.

INCORPORATED 2ND MAY 1670

Hudson's Bay Company.

INCORPORATED 2ND MAY 1670.

Good Tobaccos

Ben Johnson wrote:
"This is my friend
Abel, an honest
fellow.
He lets me have good
Tobacco."

There is nothing a man appreciates more than good Tobacco, and HUDSON'S BAY TOBACCOS measure up to that description.

Just listen to this, written voluntarily by an appreciative smoker on 3rd February, 1928:

"I thought that I would never be able to smoke a pipe on account of the way in which it burnt my tongue. Then finally I tried your Imperial Mixture.

"That was two years ago, and since then I have never had any doubt about which tobacco I wanted; always the red tin with the coat of arms.

"I think that Sir J. M. Barrie would re-write 'My Lady Nicotine' were he to try Imperial Mixture.

"Thanking you for many hours of pipe satisfaction."

Make friends with

HUDSON'S BAY TOBACCOS

Hudson's Bay Company.
INCORPORATED 2ND MAY 1670
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No. 4 OUTFIT 258 MARCH 1928

The Real Purpose

By NEWELL M. SPRATT, H.B.C. Retail Store, Victoria, B.C.

WHAT is our objective? What is the purpose of life? Why are we here? Is life worth living? These and a host of similar queries very often come into the average person's mind, and to some they are difficult to answer, for the reason that we wish the answer to be in conformity with preconceived ideas as to what we ourselves think or believe, instead of facing the truth and making ourselves fit into the truth.

Truth simply *is*, it always *was*, and always *will be*. There is no new truth or old truth; truth never changes, for if it were able to change for one moment it would prove that it never was truth.

Truth is immutable and unchangeable; our aspects relative to truth may often change, but truth never. If the average business man or woman were asked the question, "What is your objective in life?" no doubt the answer would be, "To be successful." Included in that would be the making of money—position, ease and luxury that generally go with it.

All material gain is temporal and must be laid aside with the body, but the motive behind the accumulation of wealth and the desire for position lives on until we ourselves break it. If this phase of life were all and death ended life, it might be said, "Let us go ahead, have a good time, make all we can; let us eat, drink and be merry for tomorrow we die;" but the truth is that life is immortal and can never cease to be. "They that hath life can never lose it." This life phase of three score years and ten is simply a page of a book; just one experience in life. Life is continuous. We came from and go to, just as the sun neither rises nor sets.

"The sun that bids us rest is waking
Our brethren 'neath the Western sky."

So life is one great whole. Birth becomes death, and death birth. Out of the decay life springs.

All nature teaches us this wonderful truth; the purpose of life is the building up of ourselves, the real self, the self within; the *I* behind the me. Has this anything to do with business or every-day life? Yes! It cannot be separated from it. The stepping stones to success are not something apart from us; they are we. We may say, "Why should we trouble to give our best; the more we do the more is expected of us." That is as it should be, for life is growth, enlargement, greater and greater achievement. We are the losers if we do not take every advantage to build ourselves. We must give till it hurts. The harvest is contained in the seed that we sow; we cannot get figs from thistles nor do we get tares from wheat. The effect is contained within the cause, the cause becomes the effect, and again the cause, and so on. "Whatsoever a man soweth, that shall he also reap." Nature demands balance: it is the eternal law.

Cover Picture

Our cover picture is that of a Port Harrison Eskimo mother and her child, taken by G. Herodier, of the Hudson's Bay Company.

By kind and just treatment the Eskimo hunters have grown to be good friends of the Company, as the Indians have been for generations.

Every year, on the Company's supply ships, medical doctors are carried, also an abundance of medical supplies, for the safe-guarding of the health of the northern natives, a welfare work which is carried on at the Company's expense.

Do We Hide Hides?

Many absurd and inaccurate references to the Hudson's Bay Company are made in the press. A press clipping agency has sent us the following as being taken from the *Post* newspaper, of Denver, Colorado, for December 28, 1927, under the heading of "Conservation," by Albert E. Hayes:

"The Hudson Bay Company has vast warehouses still stored with wonderful buffalo hides and turns just so many on the market each year at prices only a millionaire can afford."

Types of Port Harrison Eskimos

James A. Richardson Joins Canadian Committee

THE appointment of Mr. James A. Richardson, B.A., to the Canadian Committee of the Hudson's Bay Company was announced by the Governor and Committee on 1st December, 1927. Mr. Richardson is president of Messrs. James Richardson & Sons Limited, Grain Exchange, Winnipeg. He is the son of the late George A. Richardson and a nephew of the late Senator H. W. Richardson, his father and uncle being sons of the late James A. Richardson, who founded the firm of James Richardson & Sons in 1857.

His family and himself, while chiefly interested in the grain business, of which they were the pioneer exporters from Canada to Europe, have engaged in other activities, including the time-honoured one of fur trading in the old days in Kingston, Ontario.

His uncle was specially interested in mining, and he himself has been seriously engaged in this industry and also in the development of aviation, of which he is a pioneer in Western Canada. His enterprise has given exceptional service and communication, through the Western Canada Airways, to districts otherwise very difficult of access.

Mr. Richardson was born at Kingston, Ontario, on 21st August, 1885. He graduated from Queen's University as B.A. in April, 1906, and immediately entered the grain business with his uncle, his father having died previously.

In addition to these varied activities, he is a director of the Canadian Pacific Railway, Canadian Bank of Commerce, and numerous other companies, and he brings with him a rare combination of commercial and financial experience which will prove invaluable to the Hudson's Bay Company.

Coming from a pioneering family, he inherits many of the traditions, sentiments and interests that the Hudson's Bay Company possesses as a pioneer corporation in Canada, and his association with the "Company of Adventurers" therefore seems a particularly happy one.

We welcome Mr. Richardson and hope his associations with the Company will be long, successful and happy.

Beaver House

(*First Auction Held January 30, 1928*)

The Governor's Speech

THE first of the 1928 fur auctions of the Hudson's Bay Company held in their new house, Garlick-hill, E.C., commenced January 30 when there was a "record" attendance of buyers and representatives of the fur trade from all parts of the world.

The Governor (Mr. Charles V. Sale), who presided at the opening, was accompanied on the rostrum by Mr. F. H. Richmond (deputy governor), Mr. Leonard D. Cunliffe, Mr. V. Hugh Smith, Sir T. Hewitt Skinner, Bt., and Mr. A. K. Graham (members of the committee), Mr. J. Chadwick Brooks (secretary), Mr. N. Paterson (chief accountant), Mr. J. H. Rendall (warehouse keeper), Mr. J. D. J. Forbes (fur sales manager), and Mr. Frank Goad (auctioneer). The Governor said:

"You are assembled from all parts of the world to do business, and I do not intend to take up your time with any lengthy remarks. Let me say this, however. The Governor and Company of Adventurers of England trading into Hudson's Bay bid you a right hearty welcome to this, the first offering for sale by auction in their new house. Your interest in this event, as shown by the exceptionally large attendance, has come to us as a surprise. We take it, however, as evidence of that close and friendly association which has always prevailed between the Company as sellers and the trade as buyers. It is a pleasure to see in this room the representatives of many firms of many nationalities with whom we have been dealing for generations, and the descendants of those whose names appear in our records over long periods, extending in some cases to more than one hundred years.

Return to an Old Custom

"Some of our old friends may know that in holding these sales in our own house we are returning to an old custom. For the greater part of two hundred years we sold our furs in our own premises in Fenchurch Street. In 1865 we leased the silk warehouse of the Honourable East India Company at No. 1, Lime Street, and, for the convenience of those who came to buy, the auctions were first held in the Commercial Sale Rooms and subsequently in the sale rooms of Messrs. C. M. Lampson and Co., and the hospitality of that firm, extending over almost forty years, will always be a pleasant memory. May I say, by the way, that Mr. Rendall recalls the fact that some forty years ago an attendance of fifty or sixty buyers constituted a good room, and one hundred a crowd?

Beaver House, London, England

"To return however; our desire has been to resume our old custom and in our own house do everything possible for your comfort and convenience. Looking back over the comparatively

few years during which the present members of the committee have been in office, we see how vastly the trade has increased in importance, in its extent, as well as in the higher values following upon the greater costs of collection.

"We realize the courage and enterprise entailed in laying out your capital in the fine and beautiful furs we place before you, and it is our ambition to make such arrangements that buying furs may be a less risky and arduous occupation than finding them; so that they may be sorted under the best of conditions and so that you may inspect them with the least trouble and in the clear and honest light of day.

Beaver

"As usual, beaver takes pride of place in our catalogue, and this for a very good reason. Beaver was the fur most in demand in the far-off days in 1668, when the founders of our Company sent their little craft, the *Nonsuch*, of fifty tons burthen, with forty-two souls on board, to the Arctic 'for discovery of a new passage into the South Sea and for the finding some trade for furrs, mineralls and other considerable comodityes.' In the words of Chief Factor Andrew Graham, writing a century later, in 1768, "Beaver being the chief commodity we deal for we therefore make it the standard whereby we value all other furrs and commodities dealt for in trade." The standard was a 'Made Beaver,' that is to say, the skin of an adult beaver in prime condition. Thus, in those days of coarse fare, cheap living and great adventure, two 'Made Beavers' for a shirt, two for a pound of beads, seven for a pistol. Likewise the furs of other animals, six musquash being reckoned as equivalent to one 'Made Beaver,' one black fox to four 'Made Beaver,' and so on. Thus the beaver became the emblem of the Hudson's Bay Company.

" 'Twas the *Beaver*, built to our order on the Thames in 1835, the first steamer to round Cape Horn and to ply the Pacific Ocean, which enabled us to secure and hold the Island of Vancouver and the coast of British Columbia for Canada and the Empire.

" 'Tis the 'Beaver' which crowns the tower of Hudson's Bay House in Bishopsgate.

"To 'Beaver' come telegrams and cables from all parts of the world. 'Tis Beaver House in which you see our furs on show and 'tis part of Beaver House in which you are now assembled.

"For many years it was the custom for a member of the committee to knock down the first lot. That custom we propose to revive, and in a few minutes I shall ask Mr. Goad to take your bids for one 'Made Beaver,' the proceeds of which will be divided between the benevolent funds of the London Fur Trade Association and the Fur Trade Alliance. Before that happens, may I trespass still more on your patience?

The New Building and the Company's Employees

"When we look at a building such as this, we see a mass of material—stone, brick, steel, cement and timber. We may sometimes name the owner or the architect or the contractor, but such a building also represents the sum of the efforts of a large number of craftsmen, to whom due credit should be given. May I ask you to join with me in expressing to Mr. T. D. E. Hutchinson, who, on behalf of the contractors, has been foreman in charge of this building, our thanks for his devotion to duty, and through him to the men who have been under his direction. I should add that Mr. Hutchinson has never spared himself either early or late, and I have nothing but praise for the manner in which his task has been accomplished.

"As with a building, so with a corporation. Its operations depend largely upon the faithful performance of duty by a large number of people, and when you think of the furs which you purchase I ask you to cast your thoughts towards the men in those far-off regions in the icy North, in the forests, on the prairies, towards those on the seas, lakes, and rivers, in the isolated posts, in the towns and cities of Canada, and, finally, to those who, day by day, sort and count these skins into the lots for which you bid. May I ask you again to join with me, and this time to thank all these men for their share in this great undertaking, and to express this to our dear old friend—Mr. Arthur Bland—known to every one as

Arthur Bland, Grader in Warehouse
With almost fifty years service in H.B.C.

Arthur? He holds, as you see, the Company's gold medal with three bars, representing forty-five years of service, but actually is very close to a complete half-century, entitling him to the much-coveted fourth bar. He is still as keen and jealous of the Company's grading as ever, and can move as nimbly as the best, whenever duty calls.

"May I say in conclusion that we have a host of men, and women, following in Arthur's footsteps, in this country, as well as in Canada, in our saleshops, in our Land Department, in our transport, as well as, using the words of our charter, in the finding of furs, minerals, and other considerable commodities. All of them realize, as Arthur does, the satisfaction which comes from duty well done, and all of them know, as Arthur does, that whatever the doubts, difficulties, and discomforts they may be called upon to face, the Company's initials stand for 'Here Be Cheerful' as well as for 'Here Be Courageous.'

"I now call upon Mr. Goad to ask for your bids."

Bidding for Lot No. 1 (one Made Beaver) proceeded briskly, the offers increasing rapidly, the lot eventually being knocked down by the Governor amid great enthusiasm.

An International Trade

At this stage Mr. F. C. Ingrams (representing the London Fur Trade Association) said:

"From the brevity of Mr. Frank Goad's remarks it is quite evident that he desires to curtail these proceedings so that he can get on with the important task of selling the catalogue, for which purpose you have assembled from all parts of the world.

"Our trade has been international in its character from its inception, as the Company was founded through the endeavours of Prince Rupert, who was Count Palatine of the Rhine and Duke of Bavaria, and two Frenchmen, MM. Radisson and Groseilliers, who were the discoverers of the rich wealth of Canada in furs; while King Charles II. granted a Royal Charter to the Governor and Company of Adventurers of England trading into Hudson's Bay for the purpose of finding some trade in furs.

"Since those early days the trade has developed enormously and has become even more international in character. For we not only have visitors from the far-flung portions of the British Empire, but friends from America and all European countries.

"During all this period the Governor and Committee of the Hudson's Bay Company have endeavoured to do everything that is possible to cement the friendly relations existing between the various members of the trade, and we have now to thank them for the magnificent warehouse in which it is possible to see goods by the light of day and to meet for their disposal in the magnificent building in which we are at present met.

"I would now like to thank you, Mr. Sale, and your colleagues on the board of the Hudson's Bay Company for the generous contribution which you have made to our Fur Trade Benevolent Funds, and on behalf of the London Fur Trade Association, of which I have the honour to be president, I desire to express to the Hudson's Bay Company our gratitude for the good will which has ever been extended to the trade."

American Tribute

Mr. S. Ullmann (representing the fur trade of the U.S.A.) said: "As has been evidenced by the sale of the beaver skin, illustrating the fact that charity abounds in the hearts of the members of the fur trade, may I suggest as further evidence of the high esteem of your organization of those present today that you accept subscriptions to be distributed through

the medium of the Hudson's Bay Company on behalf of the unfortunate needy of the City of London, recording on behalf of Joseph Ullmann, Incorporated, of New York, a donation of £50.

"Privileged of being present on this exceptional occasion, pardon my intrusion upon your valuable time. The erection of this marvellous building, depicting the Company's enterprise and progressiveness, the only structure of its kind in the world, erected and dedicated to facilitate and advance the Company's and trade's better future. Providing, as you have, every facility and convenience for the members of the fur trade attending your sales, thus very materially lessening the arduous examination of the furs to be sold, the further providing of the comforts of this beautiful salesroom, where your many friends and members of the fur trade, coming many thousands of miles, may gather to have and to enjoy comforts heretofore unknown, is but to record another milestone of the Company's most worthy, most excellent, and exceptional achievements of centuries' enterprises, of which you may be justly proud.

"On behalf of the fur trade of the United States, permit me to voice our appreciation of your accomplishments, coupled with our sincere congratulations and very best wishes for another century of commercial success, maintaining the high ethical standards which in the past have so forcefully exemplified the company's untiring efforts to sustain and further the best interests of the fur industry."

French and German Representatives' Greetings

M. P. Scherdel (representing the French fur trade) said: "Since I have been asked to say a few words on behalf of the French fur skin merchants, I am glad to avail myself of this opportunity to express to the Hudson's Bay Company our thanks for the facilities and comforts which their beautiful new saleroom gives us.

"The Hudson's Bay Company have been at the head of the fur trade for a long time, and their manner of conducting their business has always been highly appreciated, and we shall be glad to see their future prosperity connected with the prosperity of the British and foreign fur trade in general."

First Sale of Furs in New Salesroom, Beaver House, 1928

Herr A. Koelner (representing the German fur trade) said: "Gentlemen, regarding this new saleroom, permit me to address a few words to the audience and Committee of the Hudson's Bay Company in the name of the German Fur Merchants' Association.

"I have personally attended the London sales for thirty-one years and can remember the time when buyers had to run between Mincing-lane Public Sale Room and College-hill.

"Leipzig firms have for a long time been buyers at the Hudson's Bay Company's auctions. I still keep in my Leipzig office catalogues of the Hudson's Bay from my father's time, when beavers were sold as parchment beavers.

"We have seen many changes in the course of time, not only in prices, or the increasing number of members of our trade, but also in many other ways.

"But the living generation sees only a small part of the history and tradition of the Hudson's Bay Company. Although the Hudson's Bay Company has always kept up its traditions, it has never been against progress, and especially in the present period have the leaders of the Company shown modern ideas and a modern spirit. A proof of this spirit and progress is in this new spacious saleroom, which is a benefit to the trade.

"I have been asked by the German Fur Merchant's Association to express our congratulations to the Governor and Committee of the Hudson's Bay Company, not only upon the idea of the new saleroom, but also for their splendid execution, and we hope that, in this way, the good relations between the Hudson's Bay Company and the Leipzig buyers may continue."

Italian Buyers' Good Wishes

Signor V. Zanini (representing the Italian fur trade) said: "I sincerely regret that I am unable to express myself in your own language, and should be very happy if I were able to do so.

"I must therefore limit myself to saying only a few words in order to greet you, gentlemen, and to offer you the best of good wishes from the Italian buyers now present in your new premises.

"In my capacity as former president of the Italian Fur Trade Association, and in the name of the whole Italian fur trade, I now bring you the heartiest wishes for ever-increasing prosperity, coupled with a wish for the further development of our business relationships.

"Gentlemen, I bring you the cordial greetings of all our colleagues, and will end my short speech with a request for three hearty cheers for the continued well-being of the 'glorious' Hudson's Bay Company."

The Governor's Reply

In response, the Governor said: "This is probably the largest, the most important, and most influential meeting which the fur trade has ever seen, and it is very gratifying to us to learn from the representative speakers to whom we have listened that our efforts to improve the conditions under which our furs are offered have met with your approval. As I said a little earlier, your enthusiasm and appreciation have taken us by surprise. The Beaver is of a modest and retiring disposition, and it is only within the last forty-eight hours that we knew the occasion would become so very much more than a purely domestic celebration.

"In our long connection with the fur trade we have accumulated records which are of great interest to the present generation.

"For the sake of those who follow we should like to add to those records the signatures of all who attend this sale, and we shall be glad if you will enter these on the pages provided in the reception room below.

A Souvenir of the Occasion

"It has occurred to us that you might desire to take away some slight souvenir of this occasion, and so we have prepared for our friends in the fur trade a special and limited edition of the present catalogue. It includes extracts from the early Minutes of 1671, 1688, 1727, and 1778, and reproductions of the front pages of the catalogues of a century ago. Each copy is numbered and will be inscribed with the name of the firm to whom it is presented.

We hope to have these ready for distribution before the close of the sale. Forms of application may be obtained this afternoon in the entrance hall below, and delivery will be made as soon as possible.

"On behalf of the committee as well as for myself I thank you for your kindness. We trust you will give us a good sale and that your purchases will bring you good fortune."

The opening proceedings then terminated, Mr. Goad proceeding with the sale of the lots on offer.

During the sale, in accordance with the suggestion made by Mr. Ullmann, the buyers and representatives circulated a subscription list, as a result of which the Fur Trade Benevolent Funds will benefit to the extent of upwards of £1,000.

The beaver skin purchased by the Company for the benefit of the benevolent funds of the London Fur Trade Association and the Fur Trade Alliance is being shipped to Winnipeg, to be placed in the Company's Historical Exhibit there.

What's In a Name?

"Many savage North American Indians, and other tribes, have a belief that a man's name is a distinct part of his personality, not a mere label. He believes that injury to his name will be disastrous to him.

"So do all alert store folks. A good name is the most precious of all things. Who steals it steals all. Few stores guard their good name carefully enough or capitalize on it dramatically enough."

These two paragraphs, from the *Amos Parrish Magazine*, appealed to us so much that we could not refrain from quoting them.

The Hudson's Bay Company has always been very jealous for its name, and rightly so. Its name stands in the eyes of the public a synonym of the Company's achievements and acquired good-will covering a period of 258 years. That others should capitalize on our name, which has been favourably known on the North American continent for all of twelve generations, is neither fair nor honest, and in protecting our name, "Hudson's Bay Company," we not only protect ourselves but we safeguard the public against fraud and misrepresentation.

Binders for "The Beaver"

Indexes covering Nos. 3 and 4 of Outfit 257 and Nos. 1, 2, 3 and 4 of Outfit 258 are to be found at the end of this issue. *Beaver* binders for these six issues, completing another volume, are now ready and may be had at a cost of 60 cents each from office of *The Beaver*, care Hudson's Bay Company, 93 Main Street, Winnipeg, Manitoba.

H.B.C. Posts, Keewatin District

No. 7—Berens River Post

By S. J. C. CUMMING, District Manager

BERENS River post is situated near the mouth of the river of that name on the east side of Lake Winnipeg. The "Map of the District of Assiniboia, 1811," which shows the Earl of Selkirk's land grant, has "Barens R." shown on same, but does not indicate that there is a post on it. On Peter Fidler's map of about 1815-16, Berings river is shown. Arrowsmith's map of 1821 shows Berens river, but neither of these maps indicate the existence of a post.

Berens River Post

The minutes of the Northern Council meeting held at Norway House on June 20th, 1825, state that John Robertson, clerk, was designated to take charge of Berens River post during the ensuing winter.

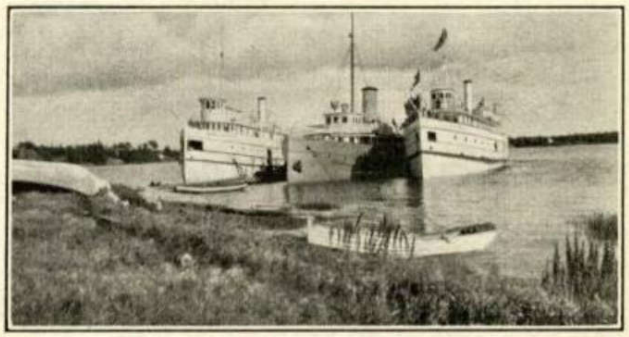
Joseph Berens was deputy governor of the Hudson's Bay Company from 1807 till 1812, and governor from 1812 to 1822. Presumably the river and post were named after him.

The Indians are of Salteaux origin, although there have been many marriages with the Crees from Norway House. A large reserve is situated on the bank of the river near the post.

The United and Roman Catholic missions have churches and schools at Berens River.

Freight for Little Grand Rapids and Deer Lake posts passes through Berens River both summer and winter. The Northern Fish Company's passenger and freight steamers *Kenora and Wolverine* and the Manitoba Transport Company's steamer *Grand Rapids* call at Berens River with freight twice a week during the summer months.

The estuary of the Berens river is one of the most beautiful on Lake Winnipeg, and the fascination of the explorer is felt by passengers on tourist steamers as the boat



S.S. "Kenora," Fishing Cruiser "Bradbury" and S.S. "Wolverine" at H.B.C. Wharf, Berens River.

steams up from the lake and into the river to discover the Company's post, with the nearby Indian reserve and Protestant mission.

During the season of navigation, an extensive fishing business is carried on on Lake Winnipeg near Berens River, and large numbers of fishermen from Gimli and Riverton are employed in the vicinity.

Garden produce of all kinds is grown here successfully, and wild hay is found in abundance, many of the Indians being the proud owners of cattle.

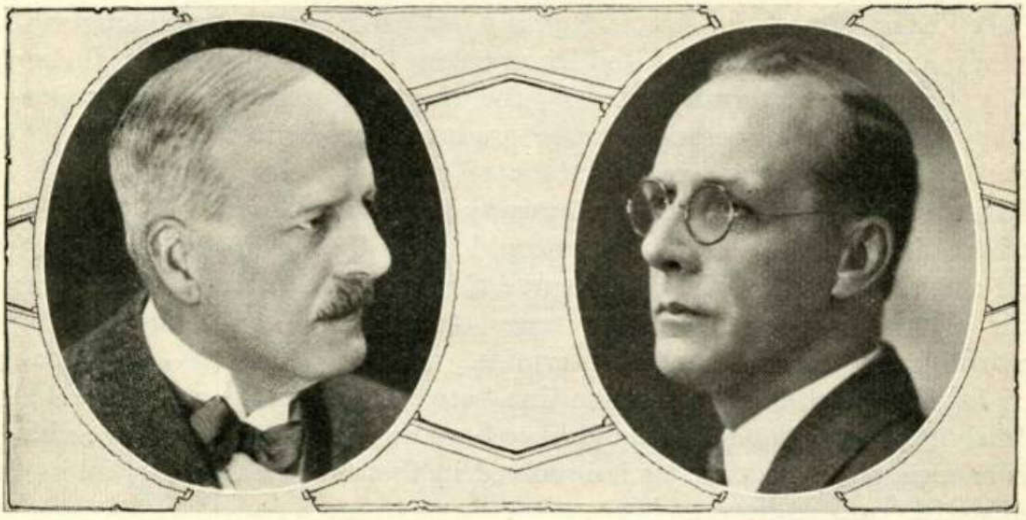
Two outposts are run in connection with Berens River; namely, Bloodvein, situated about forty miles south, and Poplar River, about seventy miles north.

The managers during the past twenty-five years were: A. A. MacDonald, F. A. Disbrowe, late A. Douglas, G. S. M. Duddy, and the present manager, D. Paterson.

H.B.C. Historical Calendar, 1916

Three copies of our historical calendar for 1916, showing the ketch *Nonsuch* sailing into the setting sun, are required for our records. Can any of our readers oblige us with these?

Hudson's Bay Company Overseas Settlement Limited



Sir George McLaren Brown, K.B.E.

Sir George McLaren Brown, newly appointed to the Board of the Hudson's Bay Company Overseas Settlement, Limited, representing the Canadian Pacific Railway Company and linking the Hudson's Bay Company, the Cunard Line and the Canadian Pacific Railway in this important work of Canadian land settlement with British settlers.

E. H. Gamble

E. H. Gamble, recently appointed Canadian manager of the Hudson's Bay Company Overseas Settlement, Limited. Mr. Gamble has been Winnipeg manager of the H.B.C.O.S. Ltd since September, 1926. The H.B.C.O.S. Ltd has a quota of 1200 British immigrants to place during 1928. All these are expected to arrive by May 15.

The "Anson Northup"

First Steamboat on the Red River

THE *Anson Northup* was the first steamboat to brave the Red river. She arrived at The Forks on June 8, 1859, amid scenes of general rejoicing. In Louis Riel's newspaper, *The New Nation*, for August 6, 1870, we find considerable information regarding the *Anson Northup*, in a translation from the French of Bishop Tache's "Sketch of the North-West of America":

"The first steamboat that was placed on Red river was the *Anson Northup*, brought by its proprietors at great expense from St. Peter's river, advantage having been taken of spring floods. The boat arrived unexpectedly in the centre of the colony in the beginning of June, no one anticipating its coming. Its arrival was treated as quite an event, and, to the surprise of the public, cannon thundered and bells pealed forth chimes to signal rejoicing. The puffing of steam moving about on our river told the echoes of the desert that a new era for our country was being inaugurated. Each turn of the engine appeared to bring us nearer by so much to the civilized world. Herds of domestic animals unaccustomed to the noise took flight, thinking, I suppose, that they were being pursued by a larger animal than themselves, and men of great as well as small minds rushed in a crowd to see the new arrival, which, however, was not a *chef d'oeuvre*. Children gave expression to their astonishment by declaring that they had seen an enormous barge, with a watermill on its stern, passing by.

"The arrival of the *Anson Northup*, as a matter of fact, inaugurated a new era for the trade of Red River colony. The honourable Hudson's Bay Company determined to try the river for some of their business. They procured a license to trade amongst the United States Indians, and acquired a considerable extent of land opposite on the mouth of River au Beuf, two hundred miles away from Fort Garry. At this place, where they thought the steamers could generally reach, they commenced an establishment to which they gave the name Georgetown, in honour of Sir George Simpson, then Governor of Rupert's Land, and who had warmly supported the new enterprise. Messrs. Burbank & Company, of St. Paul, established a stage line between Georgetown and St. Paul. In short, all was done that could have been done to launch us into civilized existence, such, at least, as is involved in the use of steam, or, failing it, of well harnessed horses.

"In the spring of 1860, everything answered the general expectations; the river was high, the steamer began its trips and continued them throughout the summer. In autumn low water created difficulties, and there was difficult steering between the boulders of the Outardes rapids, which were now regarded as a serious obstruction, at all events at this season."

The *Nor'Wester* of May 14, 1860, gives her dimensions and tells of a disaster to Sir George Simpson's boat:

"The hull of the steamer is ninety feet long, but from stem to wheel she measures one hundred feet. Her beam is twenty-four feet and her ordinary carrying power seventy-five tons."

"At Scratching River, Sir George Simpson's boat, which had been towed alongside the *Anson Northup*, was crushed to splinters by being jammed against the bank. The crew returned, manned another boat, and set off to regain the steamer, which was to wait for them some distance up the river."

J. C. and H. C. Burbank, of St. Paul, in their advertisement in the *Nor'Wester* of May 28, 1860, state:

"Owning the steamer *Anson Northup* and a line of over one hundred transport waggons, which we shall run in connection with the boat, we can furnish the settlement with anything they desire to import upon better terms than is possible for any other house."

In the same newspaper, under date of June 15, 1861, is given the reason for changing her name from *Anson Northup* to *Pioneer:*

"On Tuesday afternoon, the 11th instant, our Red River steamboat made her first appearance this season at Fort Garry. There has been a little more delay in getting her under way than was anticipated; still, she is quite in time enough to do all the work that will be required this summer, and that is, after all, the main consideration. The old name *Anson Northup* has been abandoned for the *Pioneer*. The first name was in honour of the enterprising captain who transported in the winter of 1858-59 the materials for building her on the Red river and early in the spring of 1859 brought her down, a real, live boat, to Fort Garry. It was but right his name should be duly honoured; that being done, we have now the *Pioneer*—a name indicative of her position and her mission."

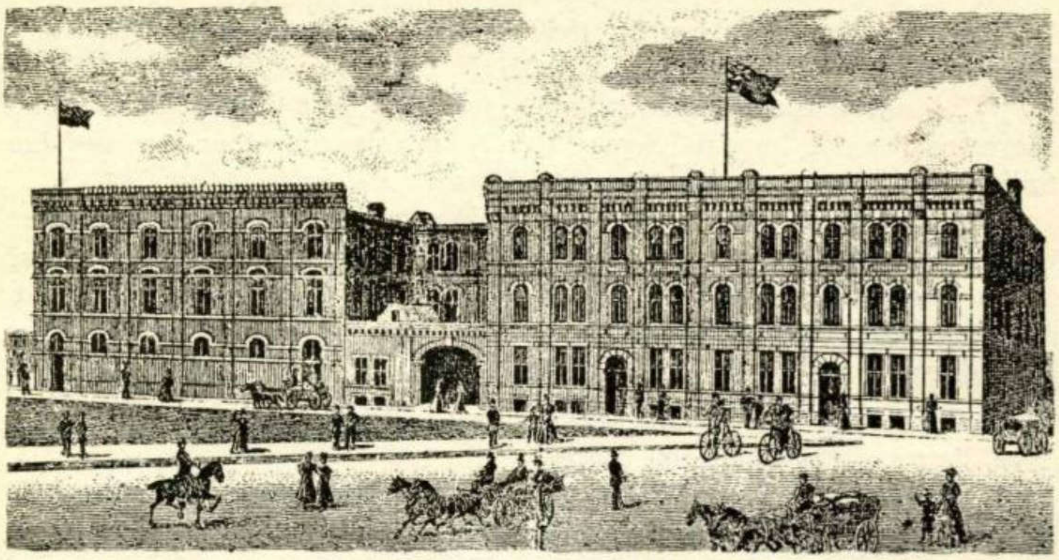
The list of her cargo carried on this trip, shows for the Hudson's Bay Company 353 kegs sugar, 4 casks sugar, 63 cases guns, 48 boxes hardware, 127 cases soap, 57 chests of tea, 177 bales of merchandise, 106 serons tobacco, 8 kegs nails, 13 bags shot, 2 packages tobacco, 3 barrels cast boxes, 1 box seeds."

Bishop Tache also records the ultimate eclipse of the *Pioneer* in 1862 by the new and palatial Hudson's Bay Company's steam boat *International.*

"The success of this year naturally encouraged the proprietors of the little steamer which was loser by its triumph; it was now thought too small, too clumsy and not sufficiently fashionable for the magnificent Red river. In short, it was decided to discard it.

"The splendid *International*, with its pretentious motto, *Germinaverunt speciosa deserti*, came out of the Georgetown timber yards at a cost of $20,200, and was launched in the spring of 1862."

One of the mural paintings in the Winnipeg saleshop depicts "The *Pioneer* at Fort Garry, 1861."—*R. W.*



General Store and Offices at Winnipeg, 1898

The Klondike Gold Rush

OUR etchings are from a folder issued by the Hudson's Bay Company during the Klondike gold rush of 1898. Its subject matter is highly interesting, and from this we have made a few extracts. The folder is now lodged in the Company's historical exhibit at Victoria, and, if not the only one, is one of very few of its kind still preserved.

CALGARY AND EDMONTON ROUTES

Those intending to take the all-Canadian overland route or to go to the Yukon by way of the Mackenzie river can obtain all requirements for outfit and travel at either of the large general stores which the Company has at Calgary and Edmonton.

The Company also has stores at Athabasca Landing, the point of departure on the Athabasca river for Fort McPherson, the Liard, Pelly rivers, etc. Boats and other means of transport can be obtained there, but application should be made in advance, in order to avoid delay.

VANCOUVER AND VICTORIA ROUTES

Starting from either of these points, the miner can reach the gold fields of the Yukon: 1. Via the Stikine river. 2. Via Skaguay and the White Pass. 3. Via Dyea and the Chilcoot Pass. 4. Via St. Michael's and the Yukon river.

The Stikine river route is an all-Canadian one, and the shortest and easiest. The Hudson's Bay Company has steamers upon the Stikine river, connecting with the ocean steamers, for the conveyance of passengers and freight.

In addition to their large establishments at Vancouver and Victoria, where all necessities can be obtained, the Company has stores at Glenora, the head of navigation on the Stikine river, and at Teslin Lake.

A MINER'S OUTFIT

Estimated Requirements for One Man for One Year

PROVISIONS

Apples, evaporated	20 lbs.	Mustard	1 lb.
Apricots, evaporated	15 "	Oats, rolled	50 lbs.
Bacon	200 "	Peas, split	10 "
Baking Powder	10 "	Pepper	1 "
Barley, pot	10 "	Prunes	10 "
Beans	100 "	Rice	25 "
Beef Extract	1 doz.	Salt	20 "
Candles	25 lbs.	Soap	10 "
Coffee	10 "	Soda, baking	2 "
Corn Meal	20 "	Sugar	75 "
Flour	500 "	Tea, compressed	10 "
Lime Juice	1 gal.	Tobacco, smoking	10 "
Matches	5 box.	Vegetables, compressed	12 "
Milk, condensed	1 doz.	Yeast Cakes	3 doz.

CLOTHING

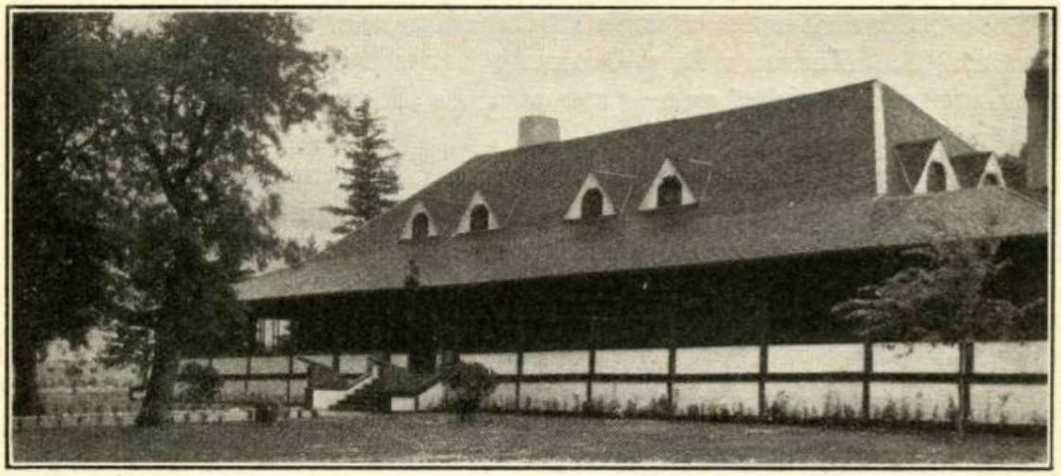
Blankets	2 pairs	Mitts, wool	2 pairs
Cap, cloth	1 only	Mosquito netting	10 yds.
Cap, fur	1 "	Overalls	2 pairs
Coats, corduroy lined or buckskin	1 "	Pants, moleskin	1 "
Coats, oilskin	1 "	Sheets, ground	1 only
Dunnage Bag	1 "	Shirts, flannel	3 "
Gloves, skin	1 pair	Shirts, mackinaw	1 "
Gloves, wool	1 "	Socks, wool	12 pairs
Goggles, snow	1 "	Suspenders	1 "
Handkerchiefs, coloured	1 doz.	Sweaters, wool	2 only
Mitts, leather	1 pair	Towels	1 doz.
		Underwear, wool	3 suits

FOOTWEAR

Boots, laced	2 pairs	Moccasins	3 pairs
Boots, rubber	1 "	Socks, long Arctic	2 "
Duffles	2 "	Snow shoes	1 "

HARDWARE

Auger	1 only	Nails, assorted	20 lbs.
Axe, chopping	1 "	Oakum	10 "
Brace and Bits	1 set	Picks, miner's	2 only
Camp Kettles	1 nest	Pick Handles	3 "
Chisel	1 only	Pitch	10 lbs.
Coffee Pot	1 "	Plates, tin	2 only
Compass, pocket	1 "	Rope	25 lbs.
Cup, tin	1 "	Saw, hand	1 only
Knife, butcher's	1 "	Saw, whip	1 "
Knife and Fork	1 "	Saw Set	1 "
Files	3 "	Scales, gold	1 set
Fry Pan	1 "	Screw Driver	1 only
Gold Pan	1 "	Shovels, miner's	2 "
Hammer	1 "	Spoons, assorted	3 "
Hatchet	1 "		



Residence, Lower Fort Garry

Fur Trade Council at Lower Fort Garry

December 1st, 1927

ANSWERING the Governor's call to attend Council, as did the officers of the Governor and Company of Adventurers of England trading into Hudson's Bay in the days gone by, the Fur Trade Council of the Company met on 1st December, 1927, in the old Council Chamber amid the historic and picturesque surroundings of Lower Fort Garry. The grey, loop-holed walls and bastions, towering pines and shady maples, the ancient bell and sundial and old-time buildings, so imposingly situated eighteen and a half miles north of the city of Winnipeg upon the west bank of the ice-bound Red river, never looked better than on that bright, sunny day in early winter in a temperature registering below zero and with the Company's flag flying from the tall flagstaff.

In the absence of Governor Sale, Mr. George W. Allan, K.C., member of the London Committee and Chairman of the Canadian Committee, presided over the Council, and associated with him were Mr. George F. Galt and Mr. Chief Factor James Thomson, members of the Canadian Committee, and Fur Trade Commissioner, Mr. Chief Factor C. H. French.

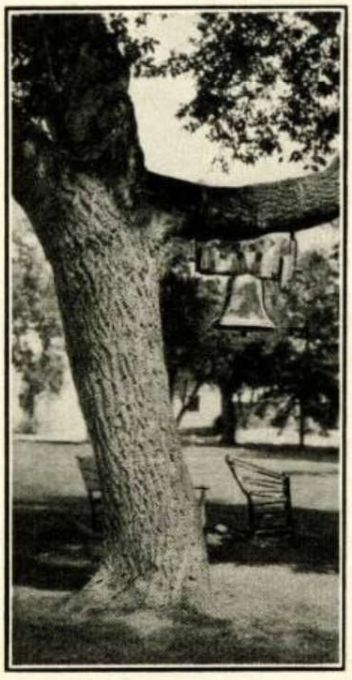
Mr. Allan, in an inspiring speech, dealt with the Company's history and the various operations connected with Canada in general and the fur trade in particular. When expressing his deep regret at Mr. Sale's inability to be present, he voiced the sentiment of all in attendance. In the course of his remarks, he paid high tribute to the generalship and rare ability of our Governor. Mention was made of the decision of the Board in London to reinstate the old system of officers' commissions in the fur trade with the titles Chief Factor, Factor, Chief Trader and Trader. He referred to the bestowing of a Chief Factorship on Mr. Angus Brabant on his retirement on January 15, 1927, also to the appointment of Mr. C. H. French as Chief Factor on his succeeding Mr. Brabant as Fur Trade Commissioner, paying tribute to the excellence of the work done by Mr. Chief Factor Brabant and expressing the confidence of the Company in the work which Mr. C. H. French is now undertaking. He exhorted the men of the fur trade to uphold the high traditions of

the Company, and to keep ever before them the necessity for just and honest treatment of the Indians and Eskimos, feeling assured that the high qualities of the fur traders of old in the matter of courage, integrity, strength of character and ability were inherited by the fur traders of today; that it was the men of the Hudson's Bay Company's fur trade who had held the northern portion of the continent of America for the British Empire, and that the history of the Company all through had been a great adventure as well as a great romance.

Pointing to the engraving of Sir George Simpson hanging on the wall behind him, Mr. Allan made mention of the splendid leadership of Sir George Simpson immediately after the union of the Hudson's Bay Company and the North-West Company in 1821, which took place after forty years of keen competition and rivalry. He referred to Sir George Simpson as probably the greatest man who ever served the Hudson's Bay Company—a great fur trader, a great administrator, a great empire builder, ever on the side of law and order. He mentioned also other great leaders who served under Sir George Simpson during the long period of his regime, including Dr. McLoughlin, Sir James Douglas, Mr. Colin Robertson, and other explorers and fur traders of note. In the course of his remarks, he directed attention to the revival at the present time of that splendid administration so much in evidence during the time of Sir George Simpson. He referred to Mr. Sale's great leadership, his high character, strong driving power and vast experience, and made reference to the many distinguished men of the London Committee with whom he was associated. He also named Mr. Chief Factor French and the fine captains serving under him in the persons of Messrs. Parsons, Romanet and Bartleman. He gave a welcome to Mr. Coward, of the Revillon Frère Trading Company, and his three associates, who were present, also to Captain Mack and Mr. Townsend. He made mention of the presence of his colleagues on the Canadian Committee, Mr. Chief Factor James Thomson and Mr. George Galt.

Cable to the Governor

During luncheon it was decided to despatch the following cablegram to Governor Sale: "In accordance with your expressed desire, Fur Trade Council are in session at Lower Fort Garry, the old stone fort, this first day of December. Your unavoidable absence is deeply regretted by all, and Council wishes to communicate to you its unanimous appreciation of your energetic devotion to the Company's interests, your active leadership and your veneration for the old and historic customs and traditions, and to assure you of their loyalty to yourself and the Company. Council has also expressed greatest possible confidence in continued success of fur trade and other operations of the Company and looks forward with pleasure to your presiding at the Council next year. With best wishes from all. (Signed) George W. Allan, Charles H. French."



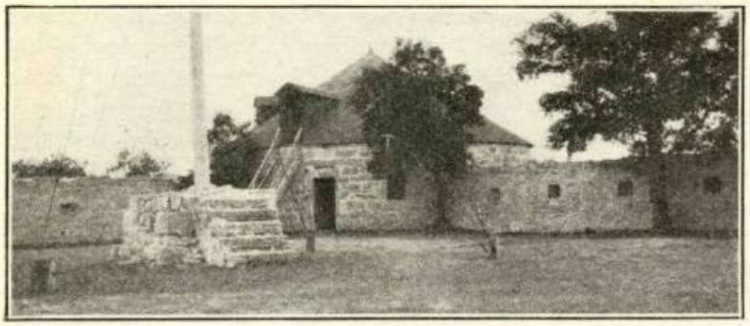
Bell (1850)

Luncheon

The luncheon was served by staff from the Company's retail store in Winnipeg, under Mr. Hamblin, the restaurant manager, and Mr. Martin, the chef, and it is doubted if a better luncheon has ever been served in the Lower Fort.

Afternoon Session

After luncheon, Mr. Allan continued the proceedings of the forenoon. He drew attention to the increased demand for furs, and the spreading of the fur trade into the far North. He dealt with the operations of the



Southwest bastion—Lower Fort Garry

stores, lands and fur trade, and the progress that was being made, which, in his opinion, would continue. He stressed the necessity for making the Company's vast operations, and what they are doing for the country at large, known to the general public in a dignified and widespread manner. He read extracts from the Governor's speech at the last Court held in London in reference to the close relations between the Hudson's Bay Company and Revillon Frères, and also to the revival of ranks and commissions to the officers of the fur trade. He then read some historical data regarding the Lower Fort and made some biographical references to Sir George Simpson and Lord Strathcona.

Mr. Coward, of Revillon Frères, made appreciative remarks on the courteous and diplomatic references to his Company by the Governor in his speech at the Court in London.

Announcement of Commissions

A very pleasant ceremony was then carried out in the announcement of commissions to several officers in the fur trade service, Mr. Ralph Parsons being made Chief Factor and Messrs. L. Romanet and J. Bartleman, Factors. These three gentlemen replied in the brief manner typical of the men of the fur trade, expressing their surprise and delight at the honours bestowed on them and expressing their keen determination to prove in every way worthy of them.

Commissioner C. H. French

Mr. Chief Factor C. H. French followed Mr. Allan with a rousing address. He talked of the enterprise of the Company in 1835, when they built and sent out the steamer *Beaver* to the Pacific Coast at a time when steam navigation was more or less in its infancy. He mentioned also the difficulties which arose after the death of Sir George Simpson, he being a man of such outstanding ability that it was almost impossible to replace him. He referred to the fine work done by the Company for the French government during the late Great War, and expressed his firm opinion that under the present able governorship the Company was on the verge of a time of great prosperity. A tightening up throughout the entire service and a keen determination on the part of all the officers of the Company to give of their very best for the future was evident.

Mr. French urged the fur trade men to make themselves a power in their particular work and locality, and a value to their community, to set down business principles and to follow them fearlessly, to have confidence in themselves and their organization and to enthuse others with high ideals and principles, principles that must be sane and workable and such as the general public approve of, and not to blame the men higher up if anything went wrong with the work they were doing, but to accept the blame and remedy the defect.

He urged the men to keep their establishments neat and clean, to keep their houses in order, as this principle was one of the finest advertisements that could be given to the fur trade. He urged for the practical in regard to fur trading in preference to mere theorizing, and stated that the lack of co-operation by one individual only in the service could be felt through the entire organization, asking the officers of the fur trade never to overlook this important fact. He continued with a strong appeal to those present to remember the Golden Rule as laid down by the Man of Nazareth, "Therefore all things whatsoever ye would that men should do to you do ye even so to them," and he urged them not to consider the making of profit out of the natives, but to look for this profit from fair and honest, and earnest trading, and sincere hard work; and he remarked that the natives must be cared

for and looked upon at all times as an asset of the Company, not only for today but for the years to come.

He made mention, in closing, of the Governor's desire to bring back into being all the old and worthy customs and traditions of the Company, the commissioning of officers and annual Council meetings, the building of the Company's posts in accordance with the eighteenth century, old French-Canadian style of architecture, with painted red roof, white body and bottle-green trimmings. He referred to the revival of the apprentice clerks system, and hoped that the fur trade officers would look upon these clerks not merely as men to do labouring work but as future officers of the Company who would some day fill the shoes of those present. He asked the men to return to their stations and hold a thorough examination of the conditions under which they were operating, to find a remedy for all faults, as by doing so the present Council would prove to have been worth while.

Mr. Allan followed Mr. French and referred to the importance of the development department now being operated by the Company under Mr. Townsend. He touched on the difficulties of financing in the early days of the Company, when Prince Rupert himself paid for his shares in the Company by instalments, and he pointed out clearly and convincingly that the Company had no apologies to make to anyone in regard to the profits that had been made through its business enterprise in Canada, as in all the years of the Company's operations more money had been invested by the shareholders than had ever been taken out in dividends, and that for forty years during the early part of the Company's history no profits at all accrued.

The members of the Council and guests were entertained in the evening to dinner at the Manitoba Club by Mr. George W. Allan, K.C.

Mr. James A. Richardson, whose appointment to the Canadian Committee was announced that day, was introduced by Mr. Allan and warmly welcomed by all present.

During the evening the following gentlemen made brief addresses: Fur Trade Commissioner C. H. French, Mr. G. F. Galt, Mr. Chief Factor James Thomson, Mr. S. H. Coward, of Revillon Frères Trading Company, and Mr. C. E. Townsend, H.B.C. Development Department.—*R.W.*

Fur Trade Council

The following attended the Council:

George W. Allan, K.C., Chairman Canadian Committee.

George F. Galt, Canadian Committee.

Chief Factor James Thomson, Canadian Committee.

Chief Factor C. H. French, Fur Trade Commissioner.

P. A. Chester, Chief Accountant.

Chief Factor Ralph Parsons, Manager, St. Lawrence-Labrador District.

Factor L. Romanet, Manager, Mackenzie and Athabasca Districts.

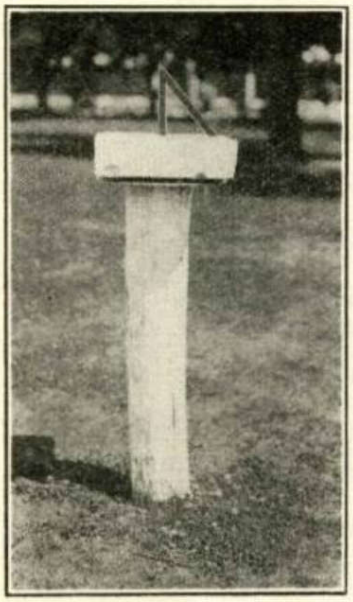
Factor J. Bartleman, Manager, Lake Huron and Lake Superior Districts.

A. B. Cumming, Acting Manager, Saskatchewan District.

S. J. C. Cumming, Manager, Keewatin District.

William Ware, Manager, British Columbia District.

W. M. Conn, Assistant to Fur Trade Commissioner.



Sundial

Guests

S. H. Coward, Manager, Revillon Frères Trading Co., Montreal.

M. Cowan, Revillon Frères Trading Co., Prince Albert, Sask.

J. G. Cruikshank, Accountant, Fur Trade Department, H.B.C.
George H. Davis, K.C., Solicitor.
F. E. Dykes, Fur Buyer, H.B.C.

H. E. George, Revillon Frères Trading Co., Montreal (James Bay District).
G. Herodier, Western Arctic District, H.B.C.
W. S. Lecky, Secretary, Canadian Committee, H.B.C.
Captain Mack, Bay Transport, H.B.C.
G. Milling, H.B.C. Development Department, London.

F. R. Peirson, Assistant Secretary, Canadian Committee, H.B.C.
F. Stanton, Revillon Frères Trading Co., Edmonton, Alta.
C. E. Townsend, H.B.C. Development Department, London.
Robert Watson, Editor *The Beaver*, H.B.C.
J. White, Winnipeg Depot, H.B.C.

H.B.C. Fur Trade Council, Lower Fort Garry, 1st December, 1927

Back Row—A. B. Cumming, P. A. Chester, W. Ware
Middle Row—W. M. Conn, Factor L. Romanet, S. J. C. Cumming, Factor J. Bartleman, Chief Factor R. Parsons
Front Row—Chief Factor J. Thomson, Chief Factor C. H. French, G. W. Allan, K.C., G. F. Galt

The Canadian Committee

The Canadian Committee of the Hudson's Bay Company was formed in March, 1911, with the late Sir William Whyte as Chairman, and the late Sir Augustus M. Nanton and Mr. George F. Galt as members.

On the death of Sir William Whyte, in October, 1914, the late Sir Augustus Nanton became chairman and Mr. George W. Allan, K.C., joined the Committee.

In May, 1919, Mr. Edward FitzGerald joined the Committee, resigning in May, 1927, and in October, 1920, Mr. Chief Factor James Thomson, who is still a member, was asked to serve.

Following the passing of Sir Augustus Nanton in April, 1925, Mr. George W. Allan, K.C., succeeded him as Chairman of the Committee.

The present Committee comprises: George W. Allan, K.C., (Chairman), George F. Galt, James Thomson and James A. Richardson.

Songs of the Voyageurs

By J. MURRAY GIBBON

SIR George Simpson, in his "Overland Journey Round the World (1841)," made several references to the singing of the voyageurs on his trips between various posts of the Hudson's Bay Company. On leaving Montreal, for instance, he writes, "the men struck up one of their hereditary ditties and off we went." Again, at Fort William, "After a stay of four hours, our little squadron, in full song, darted merrily up the beautiful river."

R. M. Ballantyne, in "Hudson Bay," describing the life of a trader in 1843, is more specific as to the tunes, and mentions two by name, viz., *A la Claire Fontaine* and *Rose Blanche*. Ballantyne was musical and played the flute, so that his interest can readily be understood. *A la Claire Fontaine* is perhaps the most widely known of the folksongs which the French-Canadians brought over in the early days from France, but, although I have not been able to secure any definite identification of *Rose Blanche*, Charles Marchand, the well known folk singer of Montreal, was told of a song of this name by Zoel Marion, of St. Boniface, aged eighty-seven years, who said, however, that while he had heard it in the East he had not heard it in Manitoba.

A great deal has been done in regard to the collection of such French-Canadian folksongs in eastern Canada, and over five thousand phonographic records of tunes have been made for the National Museum at Ottawa, chiefly under the direction of Marius Barbeau. Very little, however, has been done to preserve for the historian the melodies and words of such songs as they have been sung in the west. Yet there must be old-timers of the Hudson's Bay Company who remember tunes, and some at least of the words, sung by the voyageurs.

If any readers of *The Beaver* can remember such old melodies or parts of them, with the words that accompany the tunes, it would be assisting in a valuable work of preservation to note them down and to send them in to the editor of *The Beaver*. Even if they cannot make the simple musical notations themselves, some musical friends could easily do so if the melodies were hummed over to them a few times.

Canada has a wonderful history and many remarkable legends that have already been rescued from what would in a short time have been oblivion. Western Canada has many old folksongs which we of this generation should, as a duty, endeavour to record and preserve for posterity.

"A la claire fontaine,
M'en allent promener,
J'ai trouvé l'eau si belle,
Que je m'y sois baigné."

"Chantez, rossignol, chantez,
Toi qui as le coeur gai;
Tu as le coeur à rire,
Moi, je l'ai à pleurer."

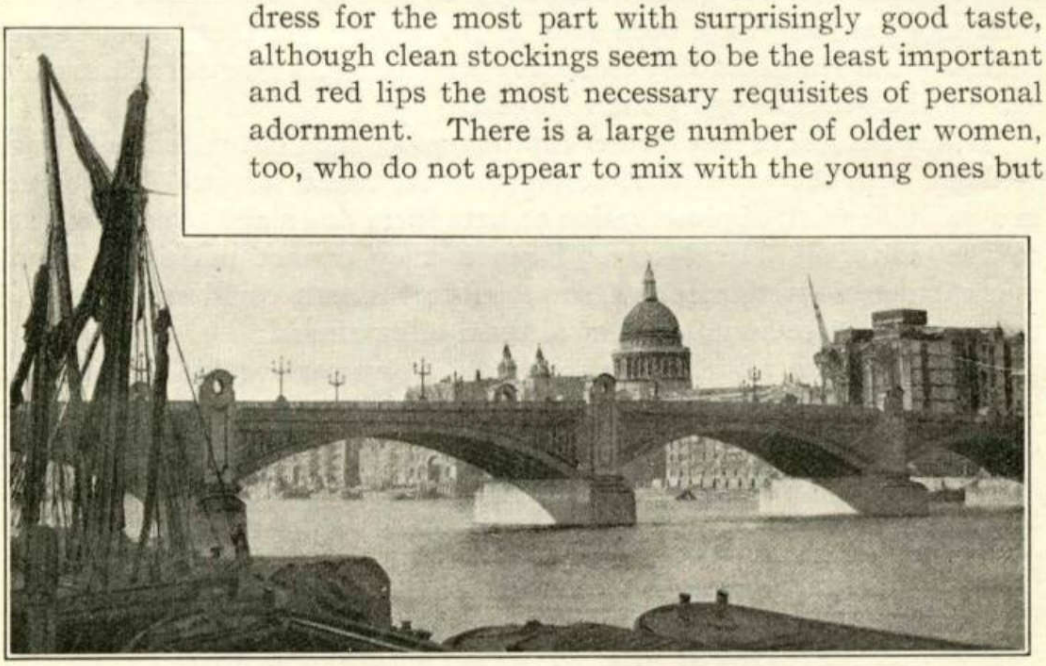
The Trek of the Evening Tram

No. 1—Southwark to the Borough

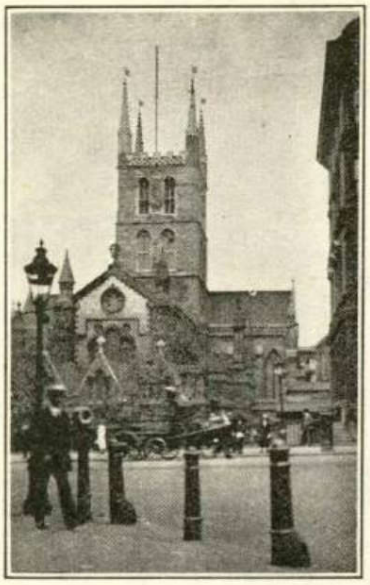
By VERA PEGG, H.B.C., London, England

SOUTHWARK Bridge, that most uninteresting of bridges, is the beginning of our homeward journey. No vistas of gracefully curving stretches of water and banks lined with splendid buildings for Southwark; or rows of twinkling lights beneath shadowy plane trees. The only twinkle that Southwark Bridge ever sees is the "Oxo" sign, the Lett's Diary advertisement and the illuminated sign on Lever House. But still, perhaps it has a fascination all its own, for on the city side one reads such ancient names as "Three Cranes Wharf," "Dowgate Dock" and "Queenhithe," and although these are surrounded now by dingy warehouses, they are all of historical interest. Then on the south side can be seen the tower of Southwark Cathedral, and looking back to the north one sees St. Paul's great dome, the golden statue of Justice, and in the far distance the massive squareness of Bush House towering above the surrounding buildings, and all shrouded in the smoky pall of a London evening.

Having crossed the bridge, we come to Southwark Bridge Road, lined with warehouses that store so varied a range of articles as hats, brooms and brushes, tooth paste, chemists' sundries, ironmongers' requisites, mustard, curry and asbestos. Here, at half-past five, stand wildly chattering groups of girls, the type who twenty years ago would probably have worn large, befeathered hats and high, laced-up boots, but who now dress for the most part with surprisingly good taste, although clean stockings seem to be the least important and red lips the most necessary requisites of personal adornment. There is a large number of older women, too, who do not appear to mix with the young ones but



Southwark Bridge, London, England



Southwark Cathedral

who hurry on, in black velvet hats and winter coats, at all times of the year. Their white, pre-occupied faces tell of lives of worry and hardship, and contrast strangely with the gay, laughing ones around them. The men also walk briskly homewards or stand smoking in ones and twos, waiting for a tram. How distinct a type they are from those strange, purple-clad people who haunt the Elephant and Castle neighbourhood. Not for them the brown pointed boot or variegated shirt. Most of them wear sober grey or navy, dusty and stained with years of wear, flat caps and substantial boots, so unlike the jaunty Elephantite.

Southwark Bridge Road is a thoroughfare totally devoid of romance and covered with the soot and grime of surrounding factories and railway stations, yet here we pass the "Temple of Light." This psychic centre was opened a few months ago by Sir Arthur Conan Doyle and, like its neighbours, is an ugly building; but instead of remaining inconspicuously plain, it shrieks amongst all the rest with its bright red, steam-cleaned bricks, blue curtains and gilt lettering.

Round the bend we enter Marshalsea Road and here, although the buildings are just as ugly and the surroundings actually squalid, we can conjure all sorts of visions, for this is the territory of Dickens. Here is Quilp Street (narrow, tortuous and dirty, just like that terrible little wretch) and Caleb Street, with nothing in it but poverty, like the toy-maker in "The Cricket on the Hearth." At the farther end is Little Dorrit's Church and the Borough, and Marshalsea Road itself is reminiscent of the grim prison in which Dickens spent part of his boyhood.

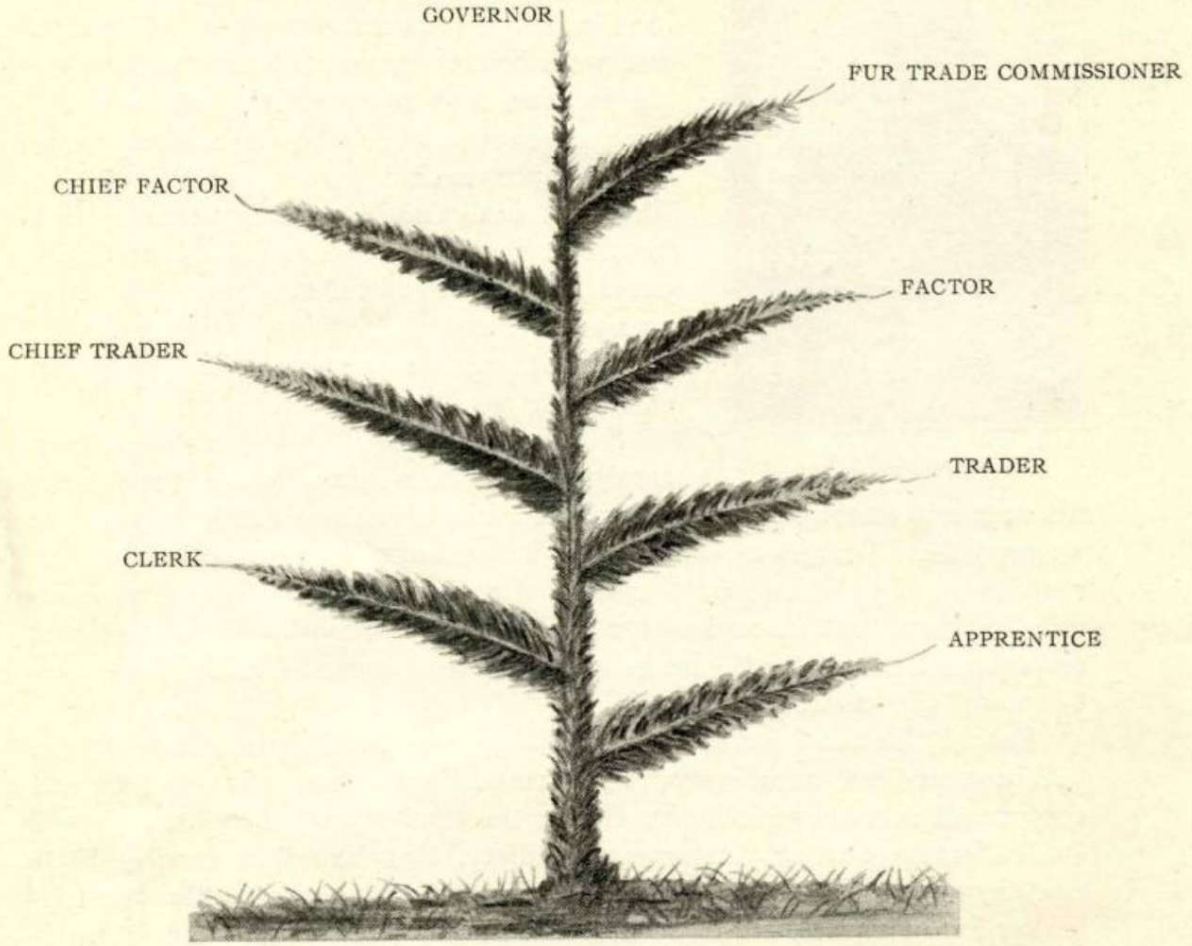
Chief Factor Donald Ross

We are desirous of obtaining a photograph of Chief Factor Donald Ross, who was so long stationed at Norway House. Any reader of *The Beaver* who may possess one would confer a favour by sending it to the editor of *The Beaver*. A copy will be made from it and the photograph carefully returned to the owner.

What Do I Know About the Hudson's Bay Company

All entries for this competition must be in by April 30, 1928. Read the instructions in the last two issues of *The Beaver* and follow them out carefully before mailing your answers.—*Editor.*

The Governor and Company of Adventu



The Roots	*The Trunk*	*The Branches*
Character		Apprentice
Industry	Fur Trade	Clerk
Enterprise		Trader
Courage	Unity of Purpose	Chief Trader
Patience	and	Factor
Good Humour	Unity of Action	Chief Factor
Tact		Fur Trade Commissioner

Opportunity i

rs of England trading into Hudson's Bay

Lord Strathcona (Donald A. Smith)	Born 1820; Apprentice 1838; Chief Trader 1852; Chief Factor 1862; Resident Governor in Canada 1868; Member of Committee 1884; Deputy Governor, London, 1888; GOVERNOR, London, 1889 to 1914.
James Thomson	Born 1859; Entered service 1880; Manager—Portage la Prairie 1883; Calgary 1885; Vancouver 1893; Victoria 1896; District Manager British Columbia 1901; Land Commissioner 1911 to 1920; Fur Trade Commissioner 1918 to 1920; Chief Factor 1918; *Member of Canadian Committee* 1920 to date.
Charles Hunt French	Born 1867; Servant 1891; Post Manager 1895; Fur Buyer 1902; District Manager British Columbia District 1914; Chief Factor 1926; *Fur Trade Commissioner* 1926.
Ralph Parsons	Born 1881; Apprentice 1900; Clerk 1905; Post Manager 1908; District Manager Hudson Straits District 1911; District Manager Labrador District 1919; District Manager St. Lawrence-Labrador District 1922; *Chief Factor* 1927.
Louis Romanet	Born 1880; General Inspector 1916; Acting District Manager MacKenzie River District 1922; District Manager MacKenzie River and Athabasca Districts 1924; *Factor* 1927.
John Bartleman	Born 1887; Clerk 1913; Post Manager 1915; Auditor Athabasca District 1916; District Manager Keewatin District 1918; District Manager Lake Superior and Lake Huron Districts 1927; *Factor* 1927.

the Fur Trade

Hudson's Bay Company.

INCORPORATED 2ND MAY 1670.

RAW FURS!

258 YEARS IN CANADA

Established—Fort Charles, 1668; Edmonton, 1795;
Pacific Coast, 1821; Fort Garry (Winnipeg), 1822.

Cash Paid For Furs Immediately on Acceptance

No Waiting—No Uncertainty

SHIP YOUR FURS TO

Hudson's Bay Company

RAW FUR TRADE

WINNIPEG, MAN.
EDMONTON, ALTA.
REGINA, SASK.
PORT ARTHUR, ONT.
VANCOUVER, B.C.
THE PAS, MAN.
SASKATOON, SASK.
NORTH BAY, ONT.
MONTREAL, QUE.

Or any of the Company's other Fur Trade Posts throughout Canada

Farm Help

Farmers in Western Canada can secure good, willing, British help through this Company—experienced, partly experienced and inexperienced men, married couples and families.

British Reduced Passage Scheme
$10 to Canada

Your friends and relatives in the Old Country desiring to engage in farming in Canada may obtain assistance under this scheme. Write to us for information leaflet.

Ocean and rail transportation to and from Europe can also be arranged for all classes of travellers.

This is a Hudson's Bay Company Overseas Settlement party of young Britishers who sailed in the S.S. *Athenia* for Canada on August 27, 1927, all of whom have been placed in farm employment in Western Canada.

WRITE TO

HUDSON'S BAY COMPANY OVERSEAS SETTLEMENT, LIMITED

at

(London Address)

TRAFALGAR BUILDINGS, CORNER OF NORTHUMBERLAND AVENUE
LONDON, W.C.2, ENGLAND

(Winnipeg Address)

93 MAIN STREET, WINNIPEG, MANITOBA, CANADA

STAFF SUPPLEMENT

News from Stores, Posts and Branches

Organize Yourself Out of a Job

A large New England corporation, owner of enterprises in various lines of industry, long ago adopted the title of this editorial as a suggestion and an inspiration to its men. The business long ago ceased to be a one-man organization, and as it branched out it was seen that it would be necessary to organize, supervise and deputize responsibility. The heads of the company realized that they would have to depend for future executive timber upon men who had grown up in the company. Its method of advancing men was to suggest to them that they so organize their department that they were practically out of a job. A man who could accomplish this was felt to be ready for the job ahead.

Such a policy, this company has found, removed one of the worst handicaps to individual progress, namely, the fear on the part of any employee that the man under him would learn too much about the job. In many an organization, this fear still prevents men from taking their immediate subordinates entirely into their confidence and teaching them as much as they can about the business of which they are a part.

The slogan, "Organize yourself out of a job if you want advancement," has worked out extremely well in the New England company. It could undoubtedly be adopted with profit by many another concern which is operating on the old basis in which fear of the man next below plays such an important part.—*Printer's Ink.*

Vancouver

ANNUAL BANQUET TO EMPLOYEES

It was a great night—yes, the greatest ever! Everyone who could come was present, and those who could not had reason to be sorry.

The banquet was held in the Georgian Restaurant. Dinner was served at 6.45. At the table with P. J. Parker were: A. H. Doe, Rev. Dr. McBeth, R. Leaney, Mrs. K. Desmond, George Thomas, B. Blake, R. Webster, E. M. Paull, F. Herbert, W. M. McLean, W. Ware, R. C. Scibird, G. A. Porte, G. MacFarlane, R. Douglas, Dr. J. W. Ford, E. S. Morley, J. F. Newson, George Mitchell, M. V. Sweet, V. Prendergast, E. M. Williams and L. W. Frayer.

The blessing being said by Rev. Dr. McBeth, dinner commenced. It consisted of turkey, ham, salads, mince pie, cake, ice cream, fruit, tea and coffee—a meal fit for the gods. During the dinner, W. Garden's orchestra contributed selections, interspersed with community singing.

The occasion of the annual banquet is also the occasion of the annual meeting of the Hudson's Bay Employees' Association; so that, at the conclusion of the dinner, Mr. Parker, as president of the association, as well as chairman for the evening, expressed the pleasure of the Company in entertaining those in its service. He also pointed out the excellent strides made by the employees' association during 1927. He expressed his thanks to the committee directing its affairs in the year closed.

Mr. Parker pointed out the sound financial standing of the association. A year ago the balance carried forward was $4193.48, while at the close of 1927 it had increased to $8162.19. This excellent showing was made after the large expenditure of $7148.81 for sick claims and medical attention, as well as contributions amounting to $2521.19 by the social branch to the annual picnic and different forms of sport. Mr. Parker expressed praise for the store nurse, Miss McFarlane.

An increase in membership of 63, making a present total of 995, was revealed in the annual report of L. W. Frayer, secretary-treasurer of the association. Another excellent report tendered was that of Eleanor S. Morley, convener, social committee. This branch was responsible for the large number of excellent dances held during the year, also the most successful picnic of 1927. Further reports of good work were given by F. Herbert, chairman, welfare committee, and E. M. Williams, chairman of the sports committee.

"The heart of the Company is still in the right place," declared Rev. Dr. McBeth in a brief but inspiring message to those in attendance. He recalled the days of the old Hudson's Bay Company stores sheltered inside the walls of the forts throughout the land.

A motion extending a hearty vote of thanks to the Hudson's Bay Company was made by W. E. Townsend and was seconded by W. W. Fraser.

Following the programme in the banquet hall, all adjourned to a large and well

decorated dance floor arranged adjacent to the Georgian room. Dancing was kept up until midnight, while those who felt the urge amused themselves with cards.

The success attained by the annual gathering was due to the co-operation of Mr. Parker and store officials with the committee comprising B. Blake, Mrs. K. Desmond, E. S. Morley, E. MacFarlane, E. M. Paull, M. Sweet, D. Dale, D. G. Mitchell and A. Webster. Although absent on business, H. R. P. Gant, vice-president of the association, also aided materially in its success.

H. Teasdale, men's clothing department, is buying in the eastern markets and will be back shortly with some snappy models in suits and coats for men.

P. Crocker, of the men's clothing department, is leaving the store at the end of the month and will take up residence in Bellingham.

S. D. Wilson, buyer of the men's and women's footwear, has left for Europe in search of the very latest footwear styles for 1928.

A. J. Gilbert, buyer of hosiery, gloves, etc., will soon be returning from the east with many ultra smart and fashionable additions to his already extensive stock.

We welcome J. A. Barry as manager of the meat and meatateria departments. He was formerly with the Pacific Meats Limited.

A. F. Smith, manager of the lower main economy floor, informs us he is opening a new department—a silk section—which makes twelve departments on this floor. An extension will also be made to the drapery department.

Gladys Law, formerly of the notion department, became the bride of C. Clugston on New Year's Eve. The ceremony was held in the United Church, Seventh Avenue east. Marion Minty, also of the notion department, was her bridesmaid. The happy couple now reside in the city.

H. R. P. Gant has recently returned from a visit to the British Columbia stores in the Company's interest.

F. M. Andrews, manager of the trunk and bag department, has recently returned from a short buying trip to Seattle. He says prices are steadily increasing in the leather market on the American side, and it seems to be a universal condition, although he was successful in lining up some "red hot" specials for his own department for the coming travel season.

M. Haggerty has been transferred from the mail order department to Mr. Porte's office.

A. A. Williams, who was in charge of the meat department, has resigned.

R. Brown, formerly of our groceteria, has left the Company's service to try his fortune on the American side.

We welcome to the store W. N. Bunting, who will take charge of the electrical department. Mr. Bunting is a proven employee of the Company, having been in Calgary store for two years and recently in Edmonton. We are glad to have him with us and hope he will feel at home among us.

R. Douglas, of the art needlework department, is in Europe making special purchases to create new selling records for the Company.

A. Dunn, of the dress goods, silks and staple sections, has returned from an eastern buying trip, and expects great results from his extensive purchases.

F. W. C. Van Camp left for Europe on February 15. Mr. Van Camp has made this trip so frequently that he is equally at home in foreign lands as he is in Canada. His knowledge of the markets has stood him in good stead on previous trips, and we wish him "good luck" on the present one.

H. A. Stone, merchandise manager of the third floor, together with E. Andrew and E. R. Furman, in charge of women's ready-to-wear, have just returned from a buying trip in the east. Judging from shipments coming to hand, women have a wonderful season in front of them. Styles never were so lovely, and colours more feminine.

A. E. Aldrich, formerly of the millinery department, left recently to take a position in a leading store in Ottawa. "Wise men go east, wise men come west; distant fields always look best."

The staff of the millinery department welcome M. D. Andre, who is a newcomer to the store.

J. A. Graham is the new buyer of millinery for the lower main floor.

D. Aduddell, of the women's underwear department, lower main floor, has left the store to be married.

SPORT

Football—The Hudson's Bay football team in the Wednesday league now leads the field by eight points, and is practically certain to win the cup. The boys play a very fair brand of soccer.

Bowling—The house league at five-pins bowls regularly every Thursday. Some very good scoring is done. The second half of the season is now under way. "Carpets" lead the field, having won six straight games.

Golf—Now that the nice weather is setting in, golf enthusiasts are preparing to take to the links. Very keen competition is expected among the seventy odd interested players. It is proposed to have monthly competitions and in addition a play-off for the cup donated by Governor C. V. Sale.

Basketball—The Hudson's Bay Company basketball team is doing marvellous work, having won three games in succession. G. Wishart, the coach, has had a lot to do with the success of these games, and he is quite confident they will win the next game.—*F. S. Garner.*

Victoria

ANNUAL STAFF BANQUET AND DANCE

The Victoria store staff was entertained by the Company on the evening of January 10 to a sumptuous banquet in the large dining hall of the store, and afterwards at a delightful dance held in the Alexandra Hall.

It was also the occasion of the annual meeting of the employees' association.

Over three hundred and fifty employees attended the banquet, during which there was much hearty singing of popular songs and ditties. Songs by Leighton Winters, accompanied by Mrs. Margaret Stewart on the piano, were greatly enjoyed by the gathering.

A. J. Watson, manager of the Hudson's Bay Company Victoria store, presided, and on behalf of the Company extended a hearty welcome to all present.

A letter was read from P. J. Parker, general manager of the British Columbia and Southern Alberta stores and honorary president of the employees' association, expressing regret at his inability to attend.

During the evening, Mr. Watson, as president of the H.B.E.A., presented Hubert Hansen with a cricket bat in recognition of having produced the best cricket batting average for the 1927 cricket season, having averaged 65.3 runs per innings. Mr. Hansen had also the best bowling average, gaining this honour by taking thirty-two wickets for 223 runs, an average of seven.

President's Report

In presenting the president's report, Mr. Watson expressed satisfaction that, while members of the association were receiving greater benefits than ever before, the financial showing was never better.

He reminded his hearers that the Hudson's Bay Company still contributed $1.00 to the welfare branch for every dollar contributed by the members. Through the good offices of C. V. Sale, our esteemed governor, the association had been able to invest its surplus funds in Hudson's Bay Company shares and had purchased them at the new issue price, a privilege usually extended only to those already holding stock at the time of the new issue. Mr. Watson said he believed the Victoria H.B.E.A. was the only organization of its kind now holding H.B.C. shares.

In speaking of the conscientious work of the executive and the seriousness in which it had taken its responsibilities, Mr. Watson said they all regretted the departure of Walter Stark, the popular chairman of the social committee, and wished him every success in his new undertaking. Special thanks were due to T. Wilkinson, R. Eaton and A. R. Minnis, and to their respective committees, for their splendid work during the past year.

Secretary's Report

The secretary, T. Wilkinson, in giving his report, congratulated the association upon its splendid standing and its splendid prospects for the future.

They could view with a certain amount of pardonable pride the fact that the association comprised practically one hundred per cent of the staff.

That the various activities of the social branch of the association had been carried out in such a very enjoyable and satisfactory manner was due, Mr. Wilkinson said, to the wonderful co-operation of members of the various sub-committees. He thought they would be very remiss in their duties if they did not express their appreciation of the valuable assistance of the president, Mr. Watson, and the interest he had always taken in all branches and activities of the association.

A highly satisfactory financial report was submitted by the treasurer, W. V. Merryweather.

Reports from the athletic committee and the social committee were presented by Robert Eaton and A. R. Minnis respectively.

Election of Officers

The election of officers for the year 1928 resulted as follows:

Honorary president, P. J. Parker; president, A. J. Watson; vice-presidents, J. S. Horne and A. R. Minnis; secretary, T. Wilkinson; treasurer, W.T. Merryweather; executive, the Misses Bowden, McKenzie, Matthews, McDougal, Dawson and Fox, and Messrs. Addie, Eaton, Nicholls, Woodley, Shrimpson and Campion.

Adjourning to the Alexandra Hall, the guests were joined by a large number of friends, and dancing was carried on till twelve o'clock, the music being supplied by Charles Hunt's Victorian Orchestra.

For those who did not care to dance, court whist was arranged. The prize winners: Ladies' first, Mrs. Hutchinson; consolation, Mrs. Fea; men's first, J. A. Davidson; consolation, W. T. Edgecomb.

OUR HISTORICAL CALENDARS

The excellent picture of the two sailing ships, *Prince Albert* and *Prince Rupert*, parting company off Mansel Island, Hudson Bay, in 1845, makes an admirable subject for framing, and it has been suggested that the following lines by Ella Wheeler Wilcox would be appropriate to place underneath the picture:

One ship drives East and the other West
With the selfsame winds that blow.
'Tis the set of the sails, and not the gales,
Which show us which way they go.

Like the winds of the sea are the ways of Fate,
As we voyage along through life;
'Tis the set of the Soul that decides the goal
And not the calm or the strife.

MARRIAGE OF ALMA PEATT

Miss Alma Peatt, yet another member of the Victoria staff who has been with us since the store opened in 1921, leaves the Company's service to become a bride. On the eve of her departure, Miss Peatt was presented with an electric percolator by her co-workers. J. A. Hunter, in making the presentation, spoke of the long association Miss Peatt had had with the Victoria store and, on behalf of all those in the department as well as her many friends throughout the store, wished her much joy and happiness.

Miss Peatt is a grandchild of Mr. John Muir, who, with his wife, four sons and daughter, first came out from England in the year 1848 under contract with Hudson's Bay Company. They reached Victoria in June, 1849, proceeding to Prince Rupert, where they remained until the expiration of the contract. In 1852 they settled in Sooke, where members of the family still reside.—*A. S. Woollard.*

A. G. McLAREN RESIGNS

A. G. McLaren, who has severed her connection with the Company after a period of fifteen years' service, has, with her sister, Mrs. B. B. Fraser, gone into business in Vancouver.

On the evening of her departure from Victoria, Miss McLaren was the recipient of a handsome bracelet watch, presented to her by the Victoria store staff, as well as a leather dressing case from the departmental managers. A. J. Watson, in making the presentations, spoke of the faithful service which Miss McLaren had rendered the Company.

W. H. Smith, late assistant to M. H. Mowry, and more recently floor manager on the lower main floor, has been appointed buyer of the hardware, china, silverware and sporting goods departments. R. G. Bassett has been appointed assistant buyer. To both these gentlemen we offer our heartiest congratulations upon their promotion.

H. E. Keith has been appointed buyer of the children's wear and allied sections of the Victoria store, taking the position left vacant by A. G. McLaren. Mr. Keith comes to us from Calgary. We hope he will soon feel thoroughly at home in Victoria.

Owing to ill health, M. H. Mowry has found it necessary to relinquish his position as buyer of the hardware and china sections, Victoria store. Mr. Mowry has been with us since the store opening in 1921, and we are all sorry to lose him. As a small token of the high regard in which he was held by the staff, Mr. Mowry was presented with a gold watch.—*A. S. Woolland.*

Kamloops

Since last reporting, Mae Bateson, of the shoe department, has left to become the wife of A. Thornley, of this city. We all wish her every happiness.

H. R. P. Gant, of the Vancouver store, was with us for a few days at the beginning of February.

STAFF ANNUAL ENTERTAINMENT

On February 15 the staff held their annual entertainment, which took the form of a whist drive and dance. All old-time employees and their friends were invited, and about one hundred in all were present. A most enjoyable evening was spent, and after the whist drive dancing was indulged in until 1 a.m.

The winners of the prizes were as follows: Ladies' first, Mrs. M. J. Moulder; ladies' consolation, Mrs. A. Thornley; gents' first, E. Grisdale; gents' consolation, E. Fagg; lucky chair, W. H. Madill. E. J. Lanceley presented the rewards.

During the evening, dainty refreshments in plenty were served, and all seemed to enjoy themselves thoroughly. The committee are to be congratulated on the smooth manner in which the whole event was carried out. This committee comprised, Stella Cozens, Mary E. Nixon, Jean Dougans, T. B. Calderhead and W. H. Madill.

Another and most important reason for such a successful evening was the beautiful music discoursed by the Typhoon orchestra.—*E. J. Lanceley.*

"Watcher putting your thumb in yer liquor for?"

"If the nail stays on I'm going to drink it."

Vernon

H. Pout, manager of this store, has been elected president of the Vernon board of trade for the second term. The vice-president, A. T. Howe, in proposing the re-election of Mr. Pout, paid him many compliments on the results achieved during the past year by his unfailing and unflagging attention to all matters that came along. In expressing thanks for the honour done him in his re-election, he thanked those members of the board who had co-operated with him to make the past year's work successful, and, with the big problems ahead of them for the present year, he hoped every member would do his best to support him in making this year's work much better than the last.

Vernon at last has settled her light and power troubles. The city has decided to turn over its power and light plant to the Western Canada Hydro Electric Corporation, who have agreed to construct a dam and plant at the Shuswap Falls, and supply the city of Vernon with cheap light and power for a number of years. This week the actual work at the Falls commenced and we have received the contract for supplying the camps with cots and provisions, etc. The contractors are taking on mostly local labour, and when this scheme is completed, it is hoped that more factories and industries will be encouraged to establish themselves here. Better times for the Okanagan are predicted.

Sincerest sympathy is extended to A. J. Stephenson, our cashier, who has just sustained the loss of his mother. Mrs. Stephenson was a native of Ontario, she is survived by four sons and three daughters, and at one time resided in Vernon. The deceased lady died at Salmon Arm, B.C., and was buried at Revelstoke, B.C.

H. R. P. Gant, of the Vancouver store, was a recent visitor. We hope the next time he comes to this city we will have some real Okanagan weather to introduce to him.

L. Livingstone, buyer for the women's ready-to-wear department, left on February 11 on her annual buying trip to Vancouver, B.C. When in the coast city, Miss Livingstone will visit the Company's show rooms and other centres of fashion, in order that nothing will be lacking to supply Vernon society with the latest in Spring fashions.—*C. C. Packman.*

"It is wisdom to build castles in the air, but it is folly to stop there. Go at your foundation, pile stone upon stone until you reach your castle. Then it's yours."

Nelson

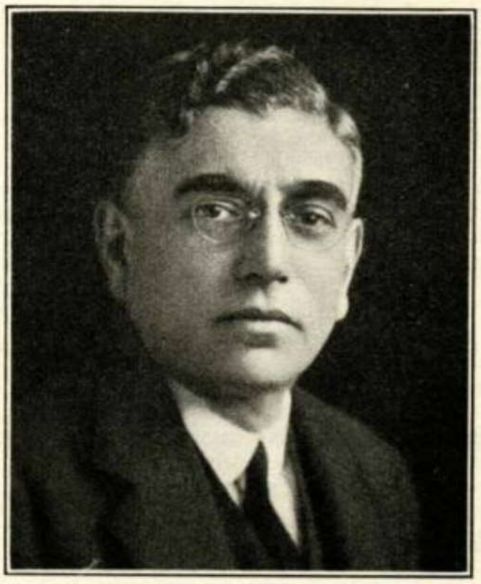
Geo. Bladworth, our popular accountant, has been presented with his fifteen years medal for long and faithful service. This makes the fourth member of our staff now holding this coveted decoration.

F. Stubbert, of the dry goods staff, has left the city to return to her home in Taber, Alberta. Before leaving Miss Stubbert was presented with a travelling case.

Badminton has come to stay, and Thelma Heddle, of the office staff, has already proved she can handle the birds.

A. J. Champion, of Calgary, is a new member of our staff in the men's furnishings department.—*D. Green.*

Our Contributors



NO. 14—S. HOPFENKOPF

S. Hopfenkopf was born in Moscow and educated there up to his sixteenth year. He continued his education in Leipzig at the Commercial Academy, and was afterwards apprenticed to one of the oldest established fur firms in Leipzig and Vienna, returning to Moscow as a commission merchant for German, English and Canadian fur houses until the Great War. Immediately after the war, he came to London and has been with the Hudson's Bay Company since 1920. Articles contributed to *The Beaver* magazine include the following: "Squirrels," "Holiday in the Southern Tyrol and Italy," "From Leipzig to Marseilles by Motorcar," "Wembley Exhibition," "Christmas Eve in Russia," "Sandringham."

Calgary

HOW TO BEAT LAST YEAR'S FIGURES

Will be a thing of the past if you get the proper perspective and forget that you're only a selector of merchandise. Increased sales depend on buying, selling and proper handling of the sales force. Permanent growth rests not on the bargain table, but on the handling of the customers at the counter. No fireworks are required; just plain, bedrock, common sense merchandising.—*Miss Patton.*

INCREASING YOUR SALES

Buy right, sell right, and inspire your sales force. The actual task of the sales person is: first, to satisfy the customer with the store's service; second, keep track of your customers if possible; third, increase the units purchased. The steps in this direction are, how to approach and knowledge of stocks; also appreciation of the customer's viewpoint.

P. J. Parker, zone manager, A. H. Doe, controller of stores construction, and H. F. Harman, land commissioner, have been recent visitors to Calgary.

F. M. Johnston, store manager, spent a few days in Vancouver.

H. O. Teasdale and F. W. C. Van Camp, of the Vancouver store, spent a few days here, passing through.

L. G. Cooke, merchandise manager, spent the last three weeks on a buying trip in the East, visiting Toronto, Montreal and New York, etc.

J. H. Bodel, hardware and sporting goods manager, and M. Elston, manageress of the art needlework department, are at present on buying trips.

R. Simpson, manager of the china department, accompanied by Mrs. Simpson, sailed on the *Ascania* on February 11 from New York on a European buying trip.

H. E. Keith, who for some years has been manager of the children's wear department has been transferred to the Victoria store. Mr. Keith's many friends wish him every success in his new position.

Plans are now being made to occupy the building adjoining the store on Seventh Avenue west which was recently purchased by the Company. This building will be used for employees' cloak room, stock room and various other services.

Arrangements are being made for the annual banquet of the Hudson's Bay Employees' Welfare Association, at which the prizes for last year's sports will be distributed.

Plans have now been completed for the enlarging of the groceteria department of this store. Work will be carried out during the next few weeks, and the new addition will add about forty per cent to the present groceteria floor space.

Our home furnishings sale, including furniture, carpets, and draperies, etc., opened up on January 31st.

We are pleased to hear that threshing operations have again commenced in the neighborhood of Calgary, as there is still a lot of wheat to be threshed, especially in the southern part of Alberta.

General business conditions for Southern Alberta look bright for 1928, and plans are being made in this store for a big season's business.—*L. H. Benjamin.*

SPORT

Hudson's Bay Men's Bowling League

Games every Tuesday evening were most enthusiastically entered by all participants. There are eight teams entered, the standing of which is as follows:

Team	*Won*	*Lost*
Pro-Pelle-Cutem Team	10	5
Nonsuch	9	6
Bayrupert	9	6
Strathcona	8	7
Beavers	7	8
Hudsonia	7	8
Prince Rupert	5	10
Fort Garry	5	10

League standing up to February 14.

Edmonton

H. J. Rendall, who for the past fifteen years has operated one of the most modern and exclusive grocery businesses in Edmonton, has joined the H.B.C. staff, in the capacity of manager of the groceteria and fresh meat department.

Violet Lovell, of the groceteria staff, was married in January to D. Rankin. Her many friends in the store extend to her best wishes for happiness and prosperity. She will make her home at Clover Bar, Alberta.

W. Price, of the dress goods department, has returned to the store after a very serious illness. We are glad to see him back.

N. MacKellar, of the corset and underwear department, secured leave of absence to visit her mother in Scotland.

W. T. Twitchell has been appointed manager of the hardware and sporting goods department.

We welcome back Mrs. C. McCaffrey, of the beauty shop, who underwent an operation at the Royal Alexander Hospital.

Mrs. J. J. O'Brien, wife of the ready-to-wear department manager, is in the Royal Alexander Hospital. We wish her a speedy recovery.

Mrs. A. Smith, of the transfer office, who has been in the employ of the store for the past eight years, has left for Calgary, where her husband has been transferred.

D. Robertson, our genial accountant, is the father of a bouncing baby boy. Congratulations!

F. E. Dynes, manager, visited the eastern markets during January, in company with the following department managers: J. J. O'Brien, ready-to-wear, millinery, corsets and children's wear; F. W. Sutherland, silks, dress goods and staples; F. C. Hooper, men's and boys' wear; F. B. Gray, women's and men's shoes; A. Baird, rugs and draperies. The result of their trip is evident in greatly increased business.

We welcome the following members to our staff: N. Werner, L. Lambert, H. Stockhouse and S. Whiteside, A. Woods, M. Oxspring, A. Johnson.

O. C. Johnston, merchandise manager, is in the eastern markets with D. Wismer (china department), W. Twitchell (hardware department), E. E. Sexsmith (drugs and stationery).

A. Hanslip, late of Claridge's, Paris, France, has joined the staff of the H.B.C. beauty shop.

SPORT

Basketball—A girls' basketball team has been organized and a team entered in the girls' basketball league. The personnel is as follows: Eileen Fleming, Eileen McCaig, Mamie Rankin, Winnie Fisher, Helen Stackhouse, Weltha Hughes, Bessie Semple, Lily Sampson and Mrs. Maude Howe. Stuart Robertson makes an efficient coach.

Golf—The indoor golf school, conducted by Duncan Sutherland, of the Country Club, is a big success. We notice a few of the would-be golfers on the staff are brushing up.—*J. P. McNichol.*

Saskatoon

STAFF SOCIAL

On January 10 we held a staff dance in the Art Harmony Hall. This event was conceded to be the best yet, and the store committee in charge of arrangements are to be congratulated for the success of the evening.

BIG LITTLE SISTER "ET"

Out from our hearts to you, big little sister;
And lest you should forget,
This verse goes forth in *Beaver* print
In honour of our "Et."

You straighten out our little woes,
Give cheerful ear to all,
As good as any Red Cross nurse
And ready at our call.

Think not that time will e'er erase,
From minds that still are young,
The memory of your cheerful self,
In business or in fun.

As up the steps from youth to age,
Then down from age to youth,
You'll ever stand before us as
The symbol of honour and truth.

Then join all Bayites in our song,
To best of treasures yet,
We hail a splendid masterpiece,
Big Little Sister "Et."

—*E. M. B.*

Display of H.B.C. Tobaccos, Saskatoon Store

Saskatoon

Since last issue of *The Beaver*, we have to announce that Miss Madill, our popular millinery buyer, took unto herself a husband and is now known as Mrs. Magill. Congratulations, Mrs. Magill, and we all wish you happiness in your new sphere.

Miss Patton and Miss Frizzell, from the office, have both left to take up domestic duties with the partners of their choice.

We extend a welcome to Mr. McIver, who is our new buyer for silks, dress goods and staples; also to Mr. Hunter, who will assist Mr. McIver.

We welcome Miss Tallman, our new millinery buyer, and Mr. Robins as display manager.

We extend our congratulations to Winnipeg store on the splendid showing being made this season by their hockey team. —*L. Jones.*

Yorkton

H. N. LOUTH

H. N. Louth, manager of Yorkton store for fourteen years, has retired, after a total service of thirty-six years with the Company. Mr. Louth served many years in the Company's Winnipeg offices. He is a past president of the Yorkton board of trade and has always been prominent in public service. He has innumerable friends and well-wishers in Yorkton.

On February 9, Mr. Louth was presented with a fine case of pipes by the staff of the Yorkton store as a memento of his long and valued association.

Lilly Fleck has been transferred from the ladies' ready-to-wear department to the accountant's office.

Lena McMillan has resigned her position as cashier and intends to take a vacation for an indefinite period. The staff presented her with a silk kimona as an appreciation of her good-fellowship during the last three and a half years.—*A. H. Orchard.*

IT'S A POOR JOKE

When some woman blushes with embarrassment.

When some heart carries away an ache.

When something sacred is made to appear common.

When a man's weakness provides the cause for laughter.

When profanity is required to make it funny.

When a little child is brought to tears.

When everyone can't join in the laughter.

Winnipeg Retail

MANAGERS' MEETINGS

After being dropped for a while during the press of Christmas business, the department managers' weekly meetings have been resumed.

They are of considerable value in acquainting the department heads with activities going on in the store and the aims of the management in sales promotion and service to our customers. Mr. G. W. Allan, K.C., Chairman Canadian committee, was an interested auditor recently and was welcomed by Mr. W. H. Cooke on behalf of the meeting. Mr. Allan promised to attend whenever possible.

BARGAIN BASEMENT

Since our last issue, important changes and additions to departments have taken place in the store. Chief among these was the opening of the bargain basement on January 5. The opening was highly successful, the department being thronged with shoppers all day. In addition to its slogan, "You'll save a lot of money down here," the basement advertising carries this message in most of its advertisements: "Goods sold at lowest possible prices. Goods sold with least possible expense." One notable feature has been the fillip given to sales in the groceteria, which adjoins the bargain section.

DEPARTMENT CHANGES

The china department is now established in its permanent home on the third floor and has enlisted enthusiastic comment from visitors by the beauty of its appointments.

Hardwares, paints, sporting goods, auto accessories, all have commodious new quarters on the third floor, and customers have expressed their approval of the change of location. Under this division comes the electrical department, where specially fitted rooms show off the wares to perfection.

Special mention must be made of the import room connected with the drapery department. This is fitted with wainscotting and furniture in the Jacobean period. To mark its opening, a special display and sale of paintings by old and nineteenth century masters was promoted.

The picture section has been enlarged and removed to the third floor. Much interest was evidenced during February by an exhibit of rapid painting by H. L. Lopp, of Portland, Oregon.

Another important removal was that of furniture from the fourth to the fifth floor. The semi-annual sale of furniture under way at time of writing is one of the most successful events since the opening of the

store. The public was invited to a previewing on the night preceding the first sale day and responded in large numbers.

AUTO SHOW

From February 11 to 18, a large section on the fourth floor was given over to the Manitoba Motor Trades Association for the purpose of staging an automobile show. This was coincident with the second week of the bonspiel and attracted big crowds daily. Admission during store hours was free. Over eighty of the principal new models were on show, and the affair was voted a marked success. It was the means of bringing a great influx of males into the store, and from the angle of the motor trades its venue was highly satisfactory.

H.B.C.E.A. MEETING

The annual meeting of the Winnipeg Employees' Welfare Association was held on January 28, 1928.

The secretary, P. Harrison, gave a resume of the general work accomplished during the past year and announced that the financial position was the strongest in the history of the association, the balance of cash on hand being $4,572.49.

It was regrettable, however, that the association was unable at the present time to accept additional membership. A new scheme is under consideration to absorb the existing association and greatly enlarge its operations. We hope to announce this change soon.—*P. Harrison.*

BUYERS' MOVEMENTS

Following the Christmas season, much activity was evidenced among the buying staff. Among those who left in January on their annual buying trip to Europe were: R. McBeth, gloves and hosiery; W. E. Watson, books and stationery; A. J. Ketchen, drugs; D. Coulter, men's furnishings; C. J. Atkinson, neckwear, notions and art needlework; C. Johnston, jewellery; J. H. Mark, silks; Neil Cook, ladies' lingerie, blouses and sweaters; F. S. Sheppard, hardwares; W. Lockey, staples; Mrs. K. Stevenson, juvenile department.

Early in February the following buyers returned from Europe: J. H. Fryer, millinery; W. M. Holmes and M. Rossiter, of the ladies' ready-to-wear.

Other buyers who were away recently on trips to eastern marts are: A. C. Dunbar, footwear, men's and women's; M. Woodhead, ladies' coats; M. Kitching, millinery; W. M. Oakes, hardware; D. Miller, rugs and draperies.

J. H. Fryer has just returned from a trip to Paris and London, where he has been studying the outstanding merits of the new Spring millinery styles. While large hats are being shown, the interest and attention is given to the small fitted hat in powdered tones of rose, beige, wood shades, blue, almond, green, red and buttercup. Mr. Fryer anticipates an attractive season, having selected carefully from the very best markets.

CHESSHIRE-McDANIEL

The pretty wedding of Laura McDaniel, daughter of Mr. and Mrs. McDaniel, of Belfast, Ireland, to Robert Humphrey Hooper Chesshire, eldest son of the late Capt. Chesshire, R.N., of Bournemouth, England, was solemnized Saturday, January 7, at All Saints' Church. Mr. Chesshire is in charge of the coal office and Miss McDaniel was a valued member of the credit office. The bride was given in marriage by Mr. W. H. Cooke, manager of the Winnipeg store. The bride's attendants were Miss Arboh Johnson and little Miss Christine Cooke. Mr. David P. Noel was groomsman. At a reception following the ceremony were: Mr. and Mrs. W. H. Cooke, Mr. and Mrs. B. H. Cooke, Mr. and Mrs. W. J. Scott, Mr. and Mrs. R. A. Cunningham, Mr. and Mrs. A. G. Donaldson, Mr. and Mrs. P. A. Chester, Mr. and Mrs. J. B. Dangerfield, Mr. and Mrs. A. E. McKenzie, Mr. and Mrs. C. W. Veysey, Mr. and Mrs. N. B. Francis, the Misses Nora Smith, Marjorie Veysey and H. Hearn and Mr. G. N. McBride.

MRS. MARJORIE MORTON

Mrs. Marjorie Morton, of the gloves and hosiery, a bride elect, was the honoured guest at a shower held at the home of Mrs. Irlam, 146 Arlington Street, on Tuesday, February 7. During the evening, Miss Minnie Muir presented the guest of honour with a pair of handsome ship-style candlesticks and a Kenmore blanket on behalf of her business associates and friends. A buffet luncheon was served. Among those present were: Mesdames M. Morton, M. Arthur, E. Dunwoody, E. Bussel, M. Jones, P. Neilson, E. Irlam, B. Josephson, G. Chapman; Misses M. Rundle, M. Baskerville, J. Welsh, K. Niblock, C. Clark, M. Iball, M. Smith, J. Smith, A. Grey, A. Back, E. Bleakley, I. Ramsay, L. Irlam, L. Simpson, D. Fry, L. Foster, M. Smith, and Messrs. H. Crook, C. Campbell, E. Burnett.

MISS C. SWITZER

Mrs. C. Dilnutt, of the blouse department, gave a miscellaneous shower at her home Tuesday, January 24, in honour of the approaching marriage of C. Switzer, of the same department. Teddy Dilnutt, dressed as an Indian chief, presented the gifts. The guests included Miss E. Brynjolfson, Mrs. L. Brown, F. Johnson, A.

Johnson, R. Le Bane, Mrs. E. Laurence, Mrs. J. Griffith, D. Dreweatt, J. Cottrill, Mrs. L. Price, F. Smale.

Congratulations to Jack Graham, of the display department, who wed Miss C. Hill, of Toronto, in January. They spent their honeymoon in the eastern States.

George Foster, who was in charge of cardwriting for several years, severed his connection with H.B.C. and departed for Vancouver January 31. Before leaving, his friends in the store presented him with a genuine leather club bag and a safety razor set. The boys of his own department showed their regard by presenting him with a Parker Duofold pen and pencil set. A few days before his departure, a pleasant evening was spent at the home of Bert Treadwell, of the engineering department, Mr. Foster being the guest of honour. W. Speed has taken over the reins of the department, and has already shown ability.

The fish department enjoyed a happy outing, tobogganing at Ross's farm, East Kildonan, on Tuesday evening, February 7. Following fun on the slide, there was dancing and refreshments in the pavilion.

The shoe departments had an enjoyable evening on Tuesday, February 7. Meeting in the arcade, they walked to River Park toboggan slides and then on to the Cabbage Patch for supper and dancing.

E. J. Butcher, of the men's shoe department, became the proud father of a baby boy recently.

W. B. Moffat has been transferred from the ladies' shoe department to take charge of the shoe section in the basement.

Helen Foster, of the trimming department, left the store to voyage on the sea of matrimony February 18. We extend her every good wish for happiness.

Deep sympathy of the silk department is extended to D. Farrer on the loss of her father recently.

The staff of the juvenile department held an enjoyable toboggan party at the River Park slides. After enjoying the slides, they returned to the home of Mary Brown, where refreshments were served. The remainder of the evening was spent in dancing.

We welcome back N. Stoker, of the telephones department, who was absent for the past three weeks through illness.

New members welcomed to the telephone staff are F. McArthur and R. Humphreys.

Mrs. H. Tallon, of department 90, is progressing favourably after her long illness.

The marriage of C. Schwitzer, of the house dress section, to F. Mahmel took place February 11. Her friends in the store extend best wishes to Mrs. Mahmel.

Mrs. J. Arthur, of the hosiery department, leaves early in May for four months' visit to Ireland and Scotland. We all join in wishing her *bon voyage*.

F. Brown, of the dress department, has returned from Humboldt, Illinois, where she had been called by the death of her mother.

Deepest sympathy is felt among the staff on fashion floor for Mrs. S. McLean, of the dress department, on the loss of her husband, who passed away after a prolonged illness. Condolences are extended also to Mrs. L. Southby, of the dress department, on the death of her mother; to Mrs. M. Nixon on the death of her father, and to M. Rossiter and Mrs. K. Stephenson on the death of their mothers.

Born to Mr. and Mrs. L. Graham, on January 12, a daughter (Dorothy May). Mrs. Graham is a member of the juvenile staff and is receiving many congratulations.

The girls of the audit department held a toboggan party on February 8. After an enjoyable time at the slides, they hiked to the home of Miriam Gray, 335 Assiniboine Avenue. After refreshments had been served, Ina Clattenburg gave an after dinner speech on "How to be Healthy." The girls were then entertained by Vera Inch, who sang "Oh! Promise Me," and Reta Patterson and Elsie Trick gave a demonstration of the "Argentine Tango." Those present were: Mrs. W. Gray and Mrs. H. Aschraft, I. Clattenburg, H. Clattenburg, R. Patterson, P. Gibbs, E. Trick, H. Hamilton, P. Purnell, V. Inch, A. Spicer, D. Patterson, O. Murray, V. Hall, B. Wardrope, E. Gray, M. Gray.

The credit office are glad to welcome M. McKenzie and E. Grant to that department, also Gordon McLean, who has given the hockey fans a very able demonstration of his hockey playing abilities.

Much enthusiasm is being shown in the weekly bowling games, and the girls in the credit department are elated at having won the first quarter of the games.

The Hudsonian bowling club held their second dance in the Elks club room February 7, 1928. It took the form of a novelty valentine dance.

"You're lookin' bad, Wallie."

"Bye, I've been in the hospital an' the doctors have taken awa' ma appendix."

"These doctors'll take 'onything. It's a peety ye didna have it in yer wife's name."

Big Four Hockey League

By T. S. MORRISON, Secretary H.B.C. Team

The "Big Four," composed of C.N.R., C.P.R., T. Eaton Company and H.B.C., is the most popular hockey league formed in the city in the past seven years. At the close of the season it will have played before more than 100,000 spectators.

So far, the H.B.C. team has completed over two-thirds of their schedule, with five wins and a tied game to their credit. Only one game has been lost and that by the narrow margin of one goal. This success is largely due to the loyalty of the club, the support and goodwill of the employees, and the interest and enthusiasm of the officials.

The officers of the club are as follows: Honorary president, W. H. Cooke; honorary patrons, W. J. Scott, H. F. Harman, C. W. Veysey, C. H. French, R. A. Cunningham; president, A. J. Ketchen; vice-president, G. Travers; treasurer, W. Dangerfield; secretary, J. S. Morrison.

PERSONNEL OF THE TEAM

Donaldson, J. C. (Manager)—Popular Brandon amateur sport promoter. Active member of H.B.C. Bowling League. Formerly manager of the Brandon Hockey Club.

McLeod, R. (Assistant Manager)—Has taken part in H.B.C. sports for the last ten years. At present manager of the West End senior soft-ball team.

Neil, Connie (Coach)—Formerly coach of the Y.M.L.C.s; Falcons, junior champions of Canada, and Victoria Seniors. Connie's knowledge of hockey and leadership has been a great asset to the club.

Hill, Johnson (Trainer)—Well-known local trainer of the Elmwood Millionaires, junior hockey champions of Manitoba, 1926-27.

Pridham, Norman (Captain) (Defence)—Member of the Buffalo Hockey Club and formerly of Tiger seniors. Former coach of the Tigerettes Ball Club.

White, Bert (Goal)—Active in commercial soft-ball. Member of the Buffalo Hockey Club, formerly of the Tiger seniors.

Crook, Fred (Defence)—Manager of the Pilgrim soft ball team. Formerly with Carman Hockey Club.

Maclean, Gordon (Defence)—The latest member of the H.B.C. team. Formerly with Victorias.

Lowe, Odie (Forward)—Prominent in senior baseball. Formerly of St. Johns Senior Hockey Club.

Morris, Frankie (Forward)—Former member of the well-known St. Johns senior Rugby team. Runner-up in senior goal scoring for the 1926-27 season with St. Johns Hockey Club.

Arnott, Jim (Forward) — Promising young player in senior baseball. Formerly of the Tiger Hockey Club.

Collins, Leo (Forward)—Veteran player of the H.B.C. team. Also playing with Varsity seniors. Formerly of the Brandon and Selkirk Hockey Clubs.

McDugall, Bus (Forward)—Formerly of the Souris Hockey Club, champions of Manitoba, season 1922-23. Also an ex-member of the International Falls team.

Patrick, Dave (Left Wing)—Local speed skater. Member of the Buffalo Hockey Club, and a former member of the Y.M.L.C.s and Falcon Hockey Clubs.

Garbutt, Tic (Centre)—Popular member of St. Johns senior soft-ball team and Buffalo Hockey Club, previously of the Winnipeg Rangers and Tiger Hockey Clubs.

McDougall, Foster (Sub. Forward)—Promising young hockey player from Reston and International Falls hockey teams.

Pridham, Bill (Sub. Forward)—Member of Columbus Club senior ball team and ex-member of Victoria Hockey Club.

Bonnycastle, Humphrey (Sub. Goal)—Formerly of the Oxford-Cambridge Hockey Club, England.

Peterson, Jimmy (Mascot).

SPORT

Football—The annual meeting of the Hudson's Bay Company Football Club was held February 7, when the officials for this year were elected. The success of the club last season, in winning the Mercantile cup and also taking second place in the league, was perhaps the means whereby everyone present quickly decided to take up the positions which were voted to them unanimously. The report that a "Big Four" league in soccer circles is about to be formed called for a special committee to be chosen to get full particulars with the view of starting same in the near future. The opinion of the meeting was that such a league would be better to function under the mercantile association. The election of officers resulted as follows: Honorary president, W. H. Cooke; honorary vice-presidents, W. J. Scott and R. A. Cunningham; president, G. Travers; vice-president, J. Fuller; secretary, T. F. Reith; treasurer, J. Dangerfield; team

manager, J. Lindsay; captain, D. Weir; vice-captain, W. Miller; assistant secretary, W. Swain.—*T. F. Reith.*

Bowling—The eight-team bowling league in the retail store is enjoying a splendid season. The first half of the schedule was completed early in January. Three teams tied for first place—drivers, furnishings and main floor—having won twenty-seven and lost fifteen games each. Leaders in the second series, after playing five weeks, are: Clothing, who won twelve and lost three. The standing records to date are: High single game with handicap, R. Burns, 243; high single game with handicap, C. Turner, 250; high three games without handicap, R. Burns, 619; high three games with handicap, L. Webb, 653. Only three six hundred games have been recorded to date: R. Burns, 619; G. Bowdler, 613; A. Dick, 606. The staples team are the surprise of the second series, having won two more games to date than they did in all of the first half. —*G. Bowdler.*

Curling—After a late start and being forced to lose two weeks curling on account of weather conditions, the curlers are now having some fine games at the A.B. & K. rink every Wednesday night, with two draws at 7 and 9 o'clock. The Sexsmith rink is leading the way with six wins and no losses. But J. Sexsmith has yet to meet Walter Davison and his horseshoes, so that means at least one loss.

On January 20, a party of H.B.C. curlers motored to the Agricultural College and engaged in a friendly match of curling. Our three rinks were soundly beaten, but thoroughly enjoyed the game. Afterwards they were royally entertained by the staff and alumni. Those in the party were: G. Bowdler, J. Sexsmith, and G. E. Warrington, who acted as skips, and T. F. Reith, R. A. Leckie, W. Davison, W. Edmondson, W. Moir, G. Foster, L. H. Thorlakson, W. Moffatt, and J. Gold, C. Healey, F. Parker, J. Scott.

Winnipeg Wholesale

SOUTHWORTH-HILL

On Saturday evening, February 4, Ethel Hill was united in marriage to Chas. Southworth. The wedding took place at the home of the bride's parents, 533 Craig Avenue. Among the many wedding gifts received was a handsome set of ambassador silverware from the staff of Hudson's Bay Company wholesale department, Winnipeg. The girls of the Department also entertained delightfully at a luncheon held in the Nankin Gardens, January 28, when Ethel was the recipient of a beautiful console set.—*F. May.*

The sincere sympathy of the entire staff is extended to D. Venters, who lost his mother recently; J. Raymond, whose father passed away in January, and E. Kinsman, whose wife died shortly before Chirstmas.

From Gattonside, near Melrose, Scotland, has come the sad news of the deaths of the father and mother of H. Pitts, of the Winnipeg wholesale warehouse staff, May 23 and May 26, 1927. Mr. Pitts was eighty-four years of age and Mrs. Pitts eighty-six. They passed away within three days of each other, as so often happens with elderly married people who have lived long and happily together. The sympathy of the staff is extended to Mr. Pitts in his loss.

The following verses by him are reproduced chiefly for the reason of their universal appeal; not only do they suggest his mother, but they express the mother ideal that so many of us cherish.

Mother

Ah Mother, when I learned that thou wert dead,
Wert thou as conscious of the tears I shed?
Hovered thy spirit o'er thy sorrowing son
Treading the path of life, but just begun?
Perhaps, unfelt, thou gavest me thy kiss,
Or shed a tear, if souls can weep, in bliss.

Our home, short lived—but mem'ry's record fair
Still holds, unsullied, all thy kindness there:
Thy nightly visits to my chamber made,
That thou mightst know me safe and snugly laid;
Thy morning bounties ere I left our home
For school or o'er the fields and hills to roam;
The cooling water on my cheeks bestowed
By thy dear hands till clean and fresh they glowed.
All these, and more endearing still, thy constant flow
Of love, which mem'ry only now can know.

Frail, but immortal, in all things sincere,
Unscorned in Heaven, though unnoticed here,
Thy love stands clear on recollection's page,
And so shall stand till I bend low with age.
These humble, halting numbers duly made
Bring joy to duty in a tribute paid.

—*H. Pitts.*

Regina Wholesale

C. W. Veysey, manager Winnipeg Wholesale, paid a short visit to this branch Monday, January 30, 1928.—*A. Sider.*

Land Department

Winnipeg

HOCKEY

The Commercial Hockey League seems to have taken a large place in the lives of all the members of the four big companies this winter.

The uncertainty as to how many tickets will be for sale for the next game also adds zest to the long dull winter evenings. No one is favoured! Any one may be the lucky one to get a ticket under the rafters. Happy homes are broken up by the awful shortage of tickets, and wives have to go unescorted, or with someone else's husband.

The girls of the staff are also there in large numbers, true to their boy friends lined up on the Big Four, even going alone. No thought of missing a game if by hook or crook tickets can be obtained.

The tickets which find their way into the Land Department appear to have been shuffled to such an extent that they are scattered among the back rows from one end of the rink to the other. But the dull moments can always be whiled away by trying to pick out people who may be some of your own office companions, but so far away in the dim back bleachers of the rink as to make recognition difficult.

All this uncertainty as to tickets, has greatly helped to increase the interest, for after all we feel it much of a gamble who is going to win, for we can hardly tell from where we are compelled to sit whether our team wins or loses. But we can always yell, when our side yells.

CURLING

The wholesale and land departments have just concluded the first round of their curling league. Games have been played this season at the new Fort Garry curling rink, and some very interesting contests have been witnessed. The results are as follows:

	Won	Lost		Won	Lost
Poitras	7	2	Joslyn	4	5
Hughes	7	2	Phelan	4	5
Conn	6	3	Everitt	3	6
Brock	5	4	McDill	3	6
Heaney	5	4	Tedman	1	8

Poitras and Hughes, having tied for first place, played off, and Poitras was the winner. Nobody will begrudge him the prize this year, as he has been unfortunate in past seasons. Joslyn, being the leader in the land department, will have his name emblazoned on the cup for the umpteenth time.

In the last issue of *The Beaver*, in this column, it was said that Mr. Bellingham had a far-away look in his eye which was accounted for by the fact that Mrs. Bellingham was spending the winter in the Old Country. We now hear that the gentleman himself is about to take the trip to bring the lady back and incidentally look in at Wembley Stadium to see the English cup final. There are a few others of us who would like to accompany him.

We are pleased to welcome three newcomers, in the persons of Margaret Hall, Ursula Munnion, and Olive Forrester.

The Land Commissioner, having visited Regina, Calgary, and Edmonton recently, returned on company's business.

We are glad to welcome back Mrs. Hood, who has been under the doctor's care for her throat.—*B. A. Everitt.*

H.B.C.O.S. Ltd

Conan Frayer has left the service for a position with the Great-West Life Assurance Company. The best of good wishes go with him.

He joined the Hudson's Bay Company executive department on June 1, 1920, when the office was situated at 807 Electric Railway Chambers. He served in that department for over five years, after which he was promoted to Hudson's Bay Company Overseas Settlement, Limited.

Endeavor to be first in thy calling, whatever it may be; neither let anyone go before thee in well-doing; scorn also to depress thy competitor by dishonest or unworthy means; strive to raise thyself above him only by excelling him.—*Confucius.*

Believe in yourself, in your goods, and in your firm—this is the simple triology of salesmanship.

Winnipeg General

Robert Watson, editor of *The Beaver*, was recently elected a Fellow of the Royal Geographical Society.

MAGAZINES FOR NORTHERN POSTS

For several years, members of the Winnipeg staffs have been kind enough to save their old magazines for the men of the H.B.C. in the far outposts. These magazines are packed among the various cases going north, and in this way are distributed to many of the distant posts. Winnipeg has always been able to furnish all the reading matter necessary. Such bundles of good-conditioned magazines for this season's shipment should be delivered or sent to the Editor, *The Beaver*, Hudson's Bay Company, 93 Main Street, Winnipeg, not later than March 31.

CURLING

The annual curling game between the wholesale, retail, and land departments was played at the Caledonian rink during the first two weeks of February for the cup now held by the wholesale department. After very closely contested games, the final results ended in the wholesale beating the land department by four points.

Land		*Retail*	
Joslyn	11	Bowdler	8
Conn	4	Gold	10
Everitt	4	Sexsmith	10
	19		28

Wholesale		*Retail*	
Poitras	19	Gold	2
Hughes	12	Sexsmith	12
Brock	9	Bowdler	12
	40		26

Land		*Wholesale*	
Joslyn	11	Brock	8
Murray	17	Reid	6
Everitt	15	Poitras	11
	43		25

Summary totals: Wholesale, 65; Land, 62; Retail, 54.

England

St. Anne's School, Redhill

Any former pupils of this school, now in the service of the Hudson's Bay Company, are requested to communicate with J. H. Robinson, 1190 Mitchell Street, Victoria, B.C.

Springtime on the Prairie

I can hear the coyote howling
From atop the moon-bathed hill,
I can hear the partridge drumming in the glade;
I can see the wild geese flighting
Midst a turquoise tinted sky,
And my heart is sorely troubled and dismayed.

For the spring I know is breaking
On the lake and bluff and plain.
And the water's simply pouring down the trail;
For the gopher's seen his shadow,
And the crows are flying round,
And the meadow lark is singing on the rail.

But I'm tied here in the city,
Where the street cars rattle by,
And the dust and petrol vapour fill the air;
But my heart is on the prairie,
Where the world is all out doors,
And I'm longing, simply longing, to be there.

For I know a ranch near Stettler,
Where an old range branded grey,
Would nuzzle round my shoulder were I there;
And I wouldn't need the street car
When I went to see my neighbour;
And I'd throw off all my troubles and my care.

And I'm going, sure I'm going,
For the spring is simply bursting
On the lake and on the bluff and on the plain;
For the geese and ducks are flying,
And the fallow land is drying,
And the grey I know will welcome me again.

—J. Harold Robinson, H.B.C., Victoria.

Four Generations at Rigolet Post

Mrs. Elizabeth Oliver, Mrs. Sarah Shiwak, William Shiwak and Eva Shiwak. Mrs. Oliver is still hale and hearty.

Fur Trade

Sea Call

I want a boat,
Not a yacht, just a boat.
To sail away to Spain in,
To buffet wind and rain in;
To scour all the seven seas,
To flirt with every passing breeze,
To meet monsoons and fear not these.
Undauntable!

I want a boat,
No steamer, no, nor cruiser.
I'd man her with the best of men,
Each one would have the strength of ten;
I'd spread her canvas wide and high,
And laugh at freighters chugging by—
Great hulks that smudge the sea and sky.
A sea sprite.

I want a boat,
That's weather tight and trusty.
To laze in heat of Caribbees,
To scorn the ice in Northern seas;
To skim the sea, a bird. And now
And then sampan and dhow
Would see what sailing is, and how.
Glorious!

I want a boat,
A friend to be, and comrade.
But what when round the world we'd gone
And no new sea to sail upon?
I'd growl on shore for a day, and then
Provision the boat, call my men
And sail around the world again!
O let me go!

—Marcile.

The Late W. Scott Simpson

Word has reached Winnipeg of the passing of Webster Scott Simpson, an old employee in the Fur Trade and one who was well known to old-timers in the service.

He was a son of Chief Factor Wemyss M. Simpson. He joined the Company at Winnipeg in 1873, and in 1881 was transferred to Athabaska district. Going later to Telegraph Creek, B.C., he became Indian agent, a position which he held till the time of his death.

Scott Simpson was a nephew of Sir George Simpson through Sir George's marriage to Frances Simpson, who was an aunt of W. Scott Simpson and after whom Fort Frances on the Rainy river was named.

F. Stanley Simpson, who lost his life in an endeavour to save Chief Factor Horace Belanger in the drowning accident at Sea Falls on the Nelson river on October 1, 1892, was a brother.

A brother and sister (Frank George Simpson and Mrs. N. G. Leslie) reside in Winnipeg, while another sister, Mrs. H. J. (Colonel) Cowan, resides at Portage la Prairie.

W. Scott Simpson died on July 20, 1927, on duty, while returning from a trip to Liard. With him on the journey were Commander O. G. Hodgson, of Upper Stikine mission of the Church of England, B.C., and two Indians. His remains were brought to MacDames Creek, where he was buried on the hill behind the Hudson's Bay post, his old and favourite stamping ground.

Young H.B.C. Fur Traders

Standing, left to right—D. W. J. McMullin, D. Adams, J. B. Gray, E. Mackay, D. M. Cuthill.
Sitting, left to right—W. Gowans, D. E. Smith, G. S. West, A. Lyall, G. Burr, W. Nicol.

Fifteen young men have arrived from Great Britain for service in the Company's Fur Trade Department. Above is a group of eleven of them, who passed through Winnipeg bound for posts in Mackenzie River, Athabasca and Saskatchewan districts.

Gaston Herodier

Gaston Herodier joined the Company's service in 1920. He was stationed at Pond's Inlet as post manager in 1921 and 1924 to 1927 was in the eastern section, Western Arctic district, as sub-district inspector. He is a native of Paris, France, and served as an officer in the French army during the Great War.

We are indebted to Mr. Herodier for the fine Eskimo photographs which appear in this issue.

St. Lawrence-Labrador District

C. H. Townsend and Geoffrey Milling, of the development department, spent a short time with us when passing through en route between St. John's, Newfoundland, and Winnipeg. Mr. Milling spent the past year at Pangnirtung, in connection with development matters, and apparently enjoyed his first experience of the Canadian North. Both returned to England shortly before Christmas.

Messrs. McLure and MacKinnon, of Charlottetown, Prince Edward Island, spent one day here on their way to London in January, to attend the fur sales in London. They report that everything is going well at the fox ranches and that they anticipate another good year's breeding.

The Fur Trade Commissioner paid us a visit during the latter part of January. He and the district manager spent a few days in Ottawa attending to various matters of business there.

Gaston Herodier, of the Western Arctic district, visited us during his brief stay in Montreal. He has now gone to France on furlough.

Captain G. E. Mack has resigned his position with the Company and, we understand, is to take up work with the Canadian government in connection with the Hudson Bay railway. We wish him every success in his new sphere.

H. Hodkisson has just returned from visiting Lake Chibogamau by aeroplane. This is the first time that this means of transportation has been used for visiting posts, in this district at least, and although the aeroplane broke through thin ice in making a landing at Moar's outpost, which delayed them considerably and necessitated curtailing the proposed itinerary, the experience has proved that this means of travelling is possible, and under more favourable circumstances, it should prove much more economical in time and money than travelling by dog team.

Messrs. Skuce and Crawford, of the Atlantic fisheries department, have resigned from the Company and have now, we understand, taken up employment with Harvey and Company, of St. John's, Newfoundland.

Messrs. Buchanan and Wilkinson, also of the Atlantic fisheries department, have been transferred to Job Brothers and Company's plant.

Preparations for the S.S. *Nascopie* proceeding to the seal fishery are now well under way and, if the old ship does as well as she did last year, there will be no kick coming. We understand that extensive alterations have been made in the ship's accommodation this year to provide for an increasing number of passengers.

A. J. Watson and Mrs. Watson returned recently from the Old Country, where they have been for the past month or two on furlough.

W. J. Carson, of the St. John's, Newfoundland, office spent a short time in Montreal recently, partly in connection with the business of the Newfoundland-Labrador section and partly on vacation.

George Binney, of the London office, passed through Montreal on his way to Winnipeg at the beginning of February. He was accompanied by fifteen apprentice clerks from the Old Country. Two of these young men, H. T. F. Peterson and H. G. Evans, were left at Montreal to be placed at posts in this district. Two more were to be left at North Bay, while the remaining eleven were destined for Western posts.

G. C. McNamara, who was accountant at the Atlantic fisheries department, has now been transferred to the Fur Trade department and has taken up duties at the St. John's (Newfoundland) office.

G. W. Caine took up service with the Company during January, as cashier at district office.

George Third, of Nelson River district, paid a brief visit to the office before sailing for the Old Country on furlough.

A very enjoyable hour was spent at the close of business on the 8th February, when the wholesale department and fur trade staffs met at a showing of motion pictures taken during the S.S. *Nascopie's* voyages last year to the Newfoundland seal fishery and the Company's northern posts.—*Ralph Parsons.*

Mackenzie River-Athabasca District

A party of young men engaged as apprentice clerks for the Fur Trade department reached Edmonton on Saturday, February 4, in charge of George Binney, of the London office. Each is a splendid type of British youth, and we look forward to them being successful in their chosen spheres of activity. They were allocated to the following posts and units: Grouard, D. W. J. McMullin; Whitefish Lake, J. B. Gray; Fort Smith, G. Burr; Fort Chipewyan, A. Lyall; Fort MacMurray, E. Mackay; Alberta and Arctic Transportation Department, G. S. West; District Office, Edmonton, D. Cuthill (temporarily).

In addition to the foregoing, two other young men, Donald Smith and D. Adams, passed through Edmonton to posts in the Saskatchewan district.

Factor L. Romanet spent several days in Winnipeg in December attending the Fur Trade conference.

J. Melven made a trip of inspection to Grouard, Whitefish Lake and outposts during the month of January.

R. Hooker, inspector of posts in the Fort Simpson section of the Mackenzie River district, who left Edmonton on November 3, reached Fort Simpson on January 18, having inspected all posts en route. He went in via Fort St. John, Sikanni and Fort Nelson, through country but little traversed.

P. H. Godsell, post inspector of the Smith Portage and Great Slave Lake posts, is visiting the five posts under his jurisdiction, as well as Fort Chipewyan.

Thomas Loutit, of Fond du Lac post, arrived in Edmonton, January 27, en route to Winnipeg.

We regret to report that Miss Hay, of the district office, has undergone a serious operation. She is now making a favourable recovery.

H. N. Petty, accountant and agent at Waterways, J. A. Davis, superintendent of shipyards, and E. S. Backland, shore steward, have, as usual, spent some time in Edmonton, making arrangements for the coming transport season.—*L. Romanet.*

Lac du Brochet

W. J. Gordon, son of C. H. M. Gordon, gold medallist and pensioner, late of Fort Alexander post, Keewatin district, has been appointed to the staff of D.I.

January 1st, 1928—The usual practice of the New Year celebration has not been indulged in to the extent of former years, as there were not many hunters in the village.

January 15th—J. McG. Cumines arrived from South Deer Lake, where he spent New Year. On this trip he had the unique experience of pitching his tent during a rainstorm. The next morning the tent did not require the aid of ropes, as the temperature had dropped to 50 below during the night.

W. J. Gordon had a rather serious accident to his finger some time ago, but we are glad to say that a little attention and a lot of Zam-buk brought him safely over the danger line.

The reverend Father who has been chess champion in this country for twenty-five years no longer holds the belt. The new champion is a member of the H.B.C. staff. We should like to challenge the D.O., but this would mean a post-card game, and as the ordinary man's life is only three score years and ten, we fear the game could never be completed, owing to a semi-annual mail. Let us hear per first aeroplane mail service.

British Columbia District

The Company's new trading store at Kitwanga was occupied the beginning of the year.

Our best wishes are extended to Alfred Smith, of the Fort St. James post staff, on the event of his marriage to Miss Queenie Pitka in December.

S. Hodgkinson, our district accountant, is to be congratulated on the recent addition to his family of another daughter.

All members of the district office staff attended the annual banquet and dance given at the retail store last month, and spent a most enjoyable evening.

Additions to staff are John Hilditch to Hazelton post and Georgia Lockwood to the district office.—*Wm. Ware.*

Edmonton

On November 13 last, the death occurred in Edmonton of Mrs. F. D. Wilson. Mrs. Wilson was the daughter of the late Honourable Lawrence Clarke, chief factor, Hudson's Bay Company, and was born at Fort Rae, Northwest territories in 1859. Mr. Clarke was subsequently transferred to Prince Albert, and there Mrs. Wilson made her home until 1885, when she moved to Edmonton as the bride of the late Frank D. Wilson, then employed at the Old Fort. In 1889 Mrs. Wilson went to Fort Vermilion with her husband, when he was given charge of that post, remaining there until 1913, when he was transferred to James Bay as district manager. Mr. Wilson retired on pension in 1918 and, with his wife, returned to Edmonton. Mr. Wilson died on November 2, 1924. Mrs. Wilson is survived by a son, F. Lawrence Wilson, of Edmonton, and a daughter, Mrs. C. E. Hildreth, of Lincoln, Nebraska. It is interesting to note that Mrs. Wilson was the grand-daughter of Chief Factor Peter Warren Dease and related by birth to many of the oldest families in the Canadian fur trade.

Saskatchewan District

A. B. Cumming is at present on a trip of inspection over Saskatchewan district.

ANOTHER SONG OF THE ANNUAL ACCOUNTS

No need at all to fret and fuss
And get the office in a muss.
If a daily balance is in sight
The yearly balance comes out right.
Why sweat and fume all day and night?
The way to do is keep books right
From day to day, week in, week out,
And when the Outfit's done
You have your records all complete—
The columns straight, correct and neat,
The books all balance fair and square,
Reports are copied clean and fair—
And you go out and "take the air,"
Reports made out and gone.
—J.T.E.A., Fort a la Corne, Sask.

Keewatin District

S. J. C. Cumming is now on a trip of inspection over his district.

"My wife is like a stableful of decrepit horses."

"Yeah! How's that?"

"Nag, nag, nag."

London, England

VISIT OF FUR TRADE APPRENTICES TO COMPANY'S LONDON OFFICES

On Wednesday, the 18th January, we had the pleasure of welcoming at Beaver House Messrs. Blakiston, Grey, Petterson, Charlton, Evans, McMullin, Lyall, Smith, Adams, Burr, Nicol, Mitchell, Cuthill, Mackay, Gowans, West, who had just joined the Company's service in the capacity of apprentice clerks.

Time was rather limited, but they were fortunate in the fact that the cataloguing of the Company's collection for the winter public sales was nearing completion, and we were able to show them furs sorted into the various grades in which they are offered to the trade.

Opportunity was also taken to explain the system by which furs from the Company's many collecting points in Canada retain their identity from the time they leave the post until they are merged into lots offered for public sale, thus ensuring that every post in Canada received its due proportion of the selling price.

In a tour lasting over two hours we were able to show our visitors over the whole of Beaver House, starting from the administrative offices and finishing with our new salesroom, not forgetting the extensive cold stores in which furs are kept.

Business finished, we adjourned to a Pimm's restaurant, where a very happy tea party was presided over by Mr. Brooks.

By the time these words are in print we expect our visitors will have been posted to widespread points in the Company's great organization in Canada, but wherever they are, we would like them to know that they are remembered at Beaver House, where we realize very fully that the size and quality of the Company's collections depend to a very great extent on the efforts of those who come in contact with the actual trappers of the skins.—*V. W. Elphick.*

The Beaver Club held its annual Christmas party on the 4th January, when a concert party including Mesdames Hollis, Shrimplin and Dyall, and Messrs. Heyes, Ruttle, Henley and Cairns provided first-rate entertainment, which was greatly enjoyed by the audience. The evening's festivities were concluded with an impromptu dance.

Another interesting evening under the auspices of the Beaver Club was provided by Mr. G. Binney, who gave an illustrated lantern lecture describing the Oxford University Arctic expedition to Spitzbergen and Northeast Land.—*J. D. J. Forbes.*

Index

Covering Nos. 3 and 4 of Outfit 257, December 1926 to March 1927 inclusive

	Page
Advertising Men!	7
Allan, George W., K.C.	71
Allan, George W., K.C., Entertains	96
Auto Suggestion	36
Baseball	82
Basketball	38, 82
Beaver, S.S. (Historical Exhibit)	84
Bowling	40, 90
Boyle, W. R. (illus)	40
Brabant, Angus (illus)	58
Brabant, Angus (Mackenzie River and Athabasca)	82
Cadborough, Schooner	74
Camels (illus)	65
Christmas Greetings	3
Christopherson, L. A.	97
Company's Name and Coat-of-Arms	15
Contributors, Our—Dr. John Maclean (illus)	26
Contributors, Our—Alex. A. McDonald (illus)	92
Cricket	36, 82
Crossing Traver's Bay	68
Curling	44
Deer Lake Post (illus)	14
Disappearing Birch-Bark (illus)	12
Fancy Dress Ball (Victoria)	37
Farquhar, A. T. G.	43
First H.B.C. Store, Vancouver (illus)	57
Football	41
Fort Garry Gateway (illus)	73
French, C. H. (illus)	94
Frozen Stiff (illus)	16
Gamble, E. H. (Camels) (illus)	65
Golf	38, 40, 82
Governor Meets Fur Trade Officers (illus)	5
Hawes, George	86
Harvest Sale (Calgary)	39
H.B.C. Explorers—Dr. John Rae (illus)	66
H.B.C. Flag (illus)	70
H.B.C. Pioneers—Bernard Rogan Ross (illus)	25
H.B.C. Posts—Deer Lake (illus)	14
H.B.C. Posts—Norway House (illus)	72
H.B.C. Purchase Property	7
Hockey	40
Honour Roll	48
Hudson's Bay Company in Current Literature	59
Hudson's Bay Co. Overseas Settlement Ltd.	96
Hudson's Bay in 1845 (illus)	4
Hudson's Bay Marland Oil Company Ltd.	96
Hudson's Bay "Point" Blankets	22
Increasing Farm Holdings	30
Is There a Santa Claus?	29
Johnson, Leona	88
Keewatinung (poem)	46
Kelsey's Journal	60
Lament for "Tip" (poem)	46
Lanceley, Mrs. E. J.	86
Land	91
Lapsley, Marie	88
Largest Family (illus)	91
Larocque, Louis (illus)	93
Last Fly of Summer (poem)	96
Lest Ye Forget	31
London in October (poem)	47
Lord's Prayer in Early Scots	67
Maclean, Dr. John (illus)	26
McDonald, Alex. A. (illus)	92
Medals, H.B.C. Long Service	41
Moccasin Tramp	44
Nature's Ermine Cloak (poem, illus)	73
Nelson, City of	85
New Books by Canadian Authors	15
New Modes for Winter Wear (illus)	32
Nonsuch (model)	37
Norway House (The Old Graveyard—poem)	69
Norway House (illus)	72
Ode to a Bald Head	45
Old Graveyard, Norway House (poem)	69
Order of Buttons	78
Palmer, Kate	84
Peters, Olive	44
Photographs	65
Picnic, Saskatoon (illus)	42
Pioneer Ships on Pacific Coast (part 2)	6
Pioneer Ships on Pacific Coast (part 3)	74
Rae, Dr. John (illus)	66
Red Lake (illus)	71
Ross, Bernard Rogan (illus)	25
Russell, Jean Shower	84
Sands of Time	55
Santa Claus Arrives (Vancouver)	35
Southampton Island, Relief of	76
Stolen Plums from the Poet's Orchard	21
Superstitions	77
Swaffield, W. E.	93
Swimming Carnival (Victoria)	36
Tennis	38, 82
Thom, James A. (illus)	45
Thompson, Duncan (illus)	90
Vancouver, First Store (illus)	57
Vancouver Staff Banquet and Annual Meeting	81
Vancouver Store (illus)	10
Victoria Staff Banquet and Annual Meeting	83
Victory, The (poem)	97
Vision of the West (poem)	44
Wegg Lake (illus)	71
Westminster Abbey Choir Boys	59
When You and I Were Young (illus)	28
Winnipeg Joint Social	96
Winnipeg New Store	43
Winnipeg's New Store; First Impressions (illus)	8
Winnipeg to Selkirk Train 1904 (illus)	76
Winter Fun in Manitoba (illus)	64
Yorkton, Comments on	87

Index Covering Nos. 1 to 4 of Outfit 258, June 1927 to March 1928 inclusive

	Page
Advertising	22
Alexander, Fort	66
Allan, George W., K.C.	41
Allan, George W., K.C., Christmas Message	100
Annual General Court	71
Another Song of Annual Accounts (poem)	195
Anson, Northup	162
Apple a Day	129
Athletic Association, Winnipeg	136
Augustus, Fort	52

Page

Baldwin (Premier), Presentation (illus.) 60
Bartleman, John, Presentation 143
Baseball 31, 37, 80, 87
Basketball 129, 179, 184
Bayrupert, S.S. 65
Bayrupert, Wreck of (illus.) 115
Beaver Binders 159
Beaver House (illus.) 154
Berens River (illus.) 160
Big Little Sister Et (poem) 184
Born a King (poem) 119
Bowling 31, 34, 38, 80, 129, 133, 136, 179, 183, 189
Brown, Sir Geo. McL., K.B.E. (illus.) 161

Calgary, Annual Banquet 33
Calgary, Field Day 82
Camping in Canada (illus.) 6
Canada 1867-1927 (poem) 50
Canadian Committee 170
Canada's Problem—New Settlers 11
Canada Shall Greater Be (poem) 36
Cartier, Sir George Etienne, Bart. (illus.) 5
Chesshire-McDaniel 186
Christmas at Fort Edmonton 1846 (illus.) 102
Christmas Greetings 99
Company, The 133
Contributors, Our 39, 138, 182
Cooke, W. H., Christmas Message 101
Cricket 78, 80, 126
Curling 136, 189, 190, 191

Dodman, A. E. (illus.) 39
Do We Hide Hides? 152

Edmonton, Fort 52
Edmonton, Staff Picnic 83
Eskimos, Types (illus.) 152

Football 35, 86, 87, 127, 129, 133, 136, 179, 188
Four Generations at Rigolet (illus.) 191
Frayer, Conan (illus.) 190
French, C. H., Christmas Message 100
Fur Trade Apprentices 195
Fur Trade Council (illus.) 166
Fur Traders of the Future 140
Fur Traders, Young H.B.C. (illus.) 192

Gamble, E. H. (illus.) 161
Golden Rules of Service 35
Golf 31, 38, 80, 131, 179, 184
Gordon, C. H. M., Retiral 67
Gunn, Sheriff Peter (illus.) 92

Hallowe'en Masquerade 134
Harman, H. F., Christmas Message 100
H.B.C. Chief Factors, 1871 (illus.) 63
H.B.C. Lands 23
H.B.C. Long Service Medals 43
H.B.C. Overseas Settlement Ltd. (illus.) 161
H.B.C. Pioneers (Wm. Sinclair) (illus.) 18
H.B.C. Posts 66, 121, 160
H.B.C. Presentation to Prince of Wales (illus) 59
Herodier, Gaston (illus.) 193
Historical Calendars (1916) 161
Historical Calendar (1927) 180
Historical Exhibit (Winnipeg) 88
Historical Pictures of British Columbia (illus.) 109
Hockey 35, 136, 188, 190
Hockey, Big Four League 188
Honour Roll 144
Hopfenkopf, S. (illus.) 182
Howard, Hon. A. J. P. (illus.) 79, 93
Hutton, Wm. Alistair 45

Inspection of New Farm Lands 40
I.O.D.E. Literary Competitions 123

Kamloops, Staff Annual Social 181
Klondike Gold Rush (illus.) 164

Land of the Maple Leaf (poem) 44
La Plume, Ed. 87
Leggo, Frank 40
Long Service Medals (Presentation by Governor) 137
Louth, H. N. 185
Lusted, John 139

Magazines for Northern Posts 191
Making Work Play 126
Man's Working Day 3
"Marcile" (illus.) 136
Mistassinny Ode (poem) 41
Moccasin Trail 64
Models of Movie Stars (illus.) 29
Montreal's Progress 39
Moravian Mission (Unitas Fratrum) (illus) 8
Morton, Marjorie 186
Mother (poem) 189
Musings (poem) 91

Nero Was Short-sighted 21

O'Connell, Late J. D. 130
Opportunities in the Fur Trade (illus) 174
Organize Yourself Out of a Job 178

Parker, P. J., Christmas Message 101
Peace River Country (illus.) 105
Peatt, Alma 180
Pictograph on the Lower Skeena (illus.) 14
Pioneer Ships on Pacific Coast 24, 68
Prince of Wales Presentation (illus.) 59
Protecting H.B.C.'s Name 63

Quadruple Marriage at Pas Mountain (illus.) 45

Real Purpose 151
Richardson, James A. (illus.) 153
Ross, C. F. Donald 173

Sale, Chas. V., Christmas Message 99
Sale, George 80
Sandringham (illus.) 118
San Juan Island (illus.) 70
Saskatoon, Staff Social 184
St. Anne's School 191
Sartorial Art 30
Sea Call (poem) 192
Self-Expression in Clothes 26
Service 51
Seymour, Alexander 143
Simpson, William 80
Simpson, W. Scott 192
Sinclair, Wm. (illus.) 18
Skinner, Sir Hewitt 93
Song of the Annual Accounts (poem) 141
Songs of the Voyageurs 171
Southworth-Hill 189
South Shetland Whalers (illus.) 53
Springtime on the Prairie (poem) 191
Stone Hammock 12
Strange North 15
Style Show, Winnipeg, 1927 134
Switzer, C. 186

Tennis 31, 38, 80
Tennyson, Alfred, Lord 16
Then and Now 141
Thompson, Duncan (letter) (illus.) 87
Track Racing 31
Trek of the Evening Tram (illus.) 172

Unitas Fratrum (Moravian Missions) (illus.) 8
Ursus Americanus Pallas 45

Vancouver, Annual Banquet 178
Vancouver, Annual Picnic 77
Victoria, Annual Banquet 180
Victoria, Annual Picnic (illus,) 79

Weyers, Bruno (illus) 93
What Do I Know About the H.B.C. (Competition) 36, 72, 122, 173
What's in a Name 159
Who Has the Largest Family (illus.) 40, 138
Willingdon, Viscount 31
Windsor, A Visit to Royal (illus.) 57
Winnipeg, Confederation Celebrations 84
Winnipeg, General Picnic 88
Winnipeg, H.B.C.E.A. Meeting 186
Winnipeg, Staff Dance 36
Winter in Canada (illus.) 106
Winter Travel by Dogs (illus.) 112

Ye Olde English Fare 104
Youngman, S. T. (Resignation) 90

198

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60x72 inches	63x81 inches	72x90 inches
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